

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 82

APRIL 12, 1930

Number 15

Reference Dept.
7th FIER

MUTUAL SAUSAGE Co., CHICAGO, ILL.



**MODERN EQUIPMENT THROUGHOUT
and
ONLY THE BEST!**

Of course you will see
OUR LINKING MACHINE THERE

AUTOMATIC LINKER, INC.

125 West 45 St.

New York, N.Y.

PHONE: BRYANT 9048

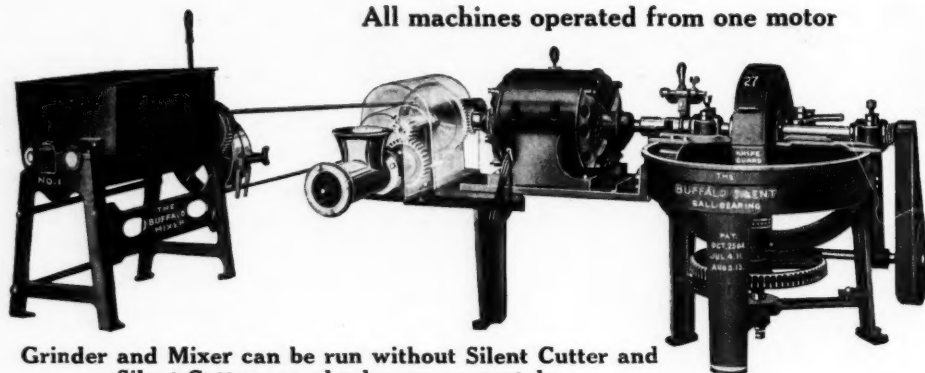


FACTORY: NEWARK, N.J.

"Our Customers are our Best Salesmen"

***This outfit has given hundreds of
successful sausage makers their "start"!***

All machines operated from one motor



Grinder and Mixer can be run without Silent Cutter and
Silent Cutter can also be run separately

"BUFFALO" Silent Cutter, Mixer and Grinder *—a complete, inexpensive combination*

MANY a large, prominent sausage manufacturer credits his success in a large measure to this outfit.

It gave him his "start" in building a profitable business. It helped him to turn out a quality product at least possible cost.

Today the public demand is for high-grade sausage. There are unusual opportunities for the small manufacturer to develop a successful sausage business with the aid of the right machinery.

Improved "BUFFALO" machines are the last word in modern, profit-making equipment. They are used today by the outstanding packers and sausage manufacturers—large and small—throughout the country.

They are inexpensive to buy; they are quality-built and last a lifetime. It will pay *YOU* to investigate them. Write

JOHN E. SMITH'S SONS CO., Buffalo, N. Y., U. S. A.

*Patentees and Manufacturers of "BUFFALO" Silent Cutters, Mixers, Grinders, Air
Stufflers, the Schonland Patented Casing Puller and the TRUNZ-"BUFFALO"
Bias Bacon Slicer*

BRANCHES: Chicago, Ill., U. S. A.

London, Eng.

Melbourne, Australia

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Copyright, 1930, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 82. No. 15

APRIL 12, 1930

Chicago and New York

Testing the Market for Quick Frozen Retail Cuts

*Experimental Equipment Permits Packer
to Try Processing and Distribution
and Decide Market Problem for Himself*

Quick freezing of fresh meats has been the topic of the hour in the meat industry.

Many packers have listened with apprehension to this talk. So have retailers. Both felt unprepared to meet the situation.

These are some of the questions they have asked themselves:

What will it cost to freeze and package fresh meats?

What will it cost to distribute them?

How can they be produced and distributed most economically?

What will be the customer reaction to frozen meats in consumer packages?

Will the housewife buy meats in set, standardized quantities and grades?

Will volume on different grades be sufficient to justify production?

What size and kind of package will be most acceptable and have greatest sales appeal?

Those concerns now distributing quick-frozen retail cuts either have patent protection for their methods, or have not revealed them to the public.

The impression prevails that such methods are too costly for the average packer.

Any Packer May Experiment

The whole problem is still in the experimental stage. But it is evident that processing must be by mechanical means, while preservation throughout the distribution stage may be partly mechanical and partly by chemical means.

Here is where solid carbon dioxide—popularly known as dry ice—steps in to help the doubting packer feel his way along at a reasonable expense.

A simple box, or "introductory freezer," has been designed in which the packer may experiment

with quick-freezing of fresh meats at a nominal cost.

Shipping containers, store display and storage containers, and local delivery containers—all cooled by dry ice—have been devised to carry the quick-frozen meats through the distribution process all the way from the plant to the consumer's door.

Cost of each of these units is within the reach of any packer or meat dealer desiring to experiment, or finding it advisable to



PLACING CO₂ IN FREEZER COVER.

The cover of the introductory freezer is divided into four hinged metal pockets in which solid carbon dioxide is placed. These sections close down on the meat to be frozen. The meat rests on aluminum plates which in turn are in contact with blocks of solid carbon dioxide. Temperatures are as low as -80 degs. F.



PLACING STEAKS IN FREEZER.

Meat cuts 1 in. thick are frozen in from 12 to 14 minutes. From 2 to 5 lbs. of frozen meats are obtained from each pound of solid carbon dioxide consumed. A freezer of the size shown has a capacity of 150 lbs. of meat an hour. It is also built in other sizes. This freezer can be built by any good mechanic.

meet competition. Many firms are making them.

Each packer may try out the new idea for himself. And if he likes it, or is forced into it, by that time he may be able to equip his plant according to his needs.

Freezing and Distributing

At the recent regional meetings of the Institute of American Meat Packers, held in Chicago and New York to discuss quick freezing of meat cuts and the problems to be solved in their merchandising and distribution, Dr. C. L. Jones of the DryIce Corporation demonstrated an "introductory" meat freezer operated with solid carbon dioxide.

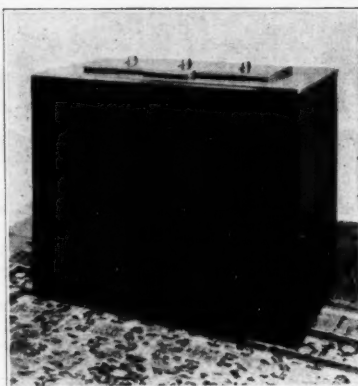
This freezer had a capacity of 150 lbs. of 1-in. cuts per hour—a sufficient volume by which any packer can gain reliable data on the sales possibilities of this merchandise.

He can work out merchandising experiments, test the sales appeal of various packages and units and obtain costs, profit margins, etc., provided he can secure the necessary solid carbon dioxide. With this data on hand he can plan to produce quick-frozen cuts on any scale suited to his market.

Froze Meats in 12 Minutes.

During the demonstrations, steaks and chops 1 in. thick were frozen solid in 12 minutes.

The freezer consists essentially of a heavily insulated wooden box lined with metal. In operation, eight 10-in. cubes of solid carbon dioxide, weighing 40 lbs. each, are placed in the bottom of the box. An aluminum plate is placed on the CO₂ and the cuts to be frozen are placed on the plate.



TO HOLD FROZEN MEATS IN SHOP.

A number of types of this container are on the market. This type, refrigerated with solid carbon dioxide, has a capacity of from 125 to 150 lbs. of meat. It consumes about 9 lbs. of solid carbon dioxide daily. An average temperature of about 16 degs. F. is maintained.

The cover of the freezer consists of two hinged metal boxes which are filled with solid carbon dioxide. These close down tightly on the meat being frozen. The meat is frozen through direct contact on two sides with metal and the circulation of the carbon dioxide gas in the freezer.

Experiments show that between 2 and 5 lbs. of frozen meat cuts are obtained for every pound of CO₂ consumed. The cost of freezing in this unit is, therefore, higher than in the commercial systems, but the manufacturers make it plain and have gone to some lengths to explain that this freezer is intended for experimental purposes only. It is not expected that it will be used to any extent for volume production.

Producing quick-frozen meats, however, is not the most difficult problem facing the packer who plans to put this merchandise on the market. Having been frozen, the meats must be kept in this condition until they reach the ultimate consumer.

Truck Boxes Preserve Meats.

How can the packer get information on distribution in an experimental and practical way without a large initial investment?

For distribution purposes there are also available truck boxes refrigerated with solid carbon dioxide. These come in capacities of 125 lbs. and larger. They are of wood, heavily insulated. The meats to be transported are placed in a metal container inside the box.

This container rests on cleats about $\frac{3}{4}$ or $\frac{1}{2}$ in. high, nailed to the bottom of the box. Similar cleats are also nailed to the sides and ends. An air space is thus provided on all sides of the container.

The solid carbon dioxide is carried in a trap attached to one side of the container at the top. As the refrigerant evaporates the gases overflow the pan and circulate in the air space between the container and the box, effectively cooling from all sides. The box with a capacity of 125 to 150 lbs. of meat is equipped with a tray capable of holding 15 to 20 lbs. of CO₂.

Low Temperature Maintained.

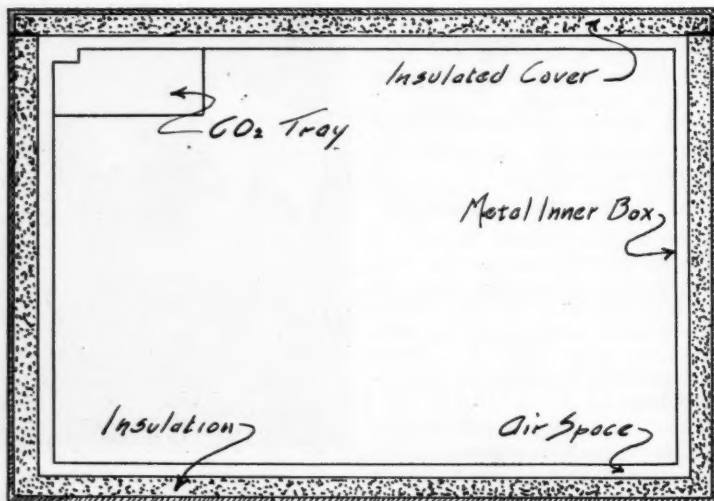
In a test made recently on one of these truck boxes, using 22 lbs. of solid carbon dioxide in the tray, below freezing temperatures were maintained for more than a week.

At the start of the experiment the temperature of the interior of the box was 10½ degs. F. At the end of the week this had risen to 30½ degs. F. The room temperature was held constant at 45 degs. F. This is the average temperature maintained in a refrigerator car refrigerated with ice and salt, and the purpose of the experiment was to determine the suitability of the box for shipping frozen meats in ordinary refrigerator cars.

The cost of an experimental freezer with a capacity of 150 lbs. an hour is about \$300. The cost of a refrigerated truck box with a capacity of 125 or 150 lbs. should not be more than \$50, it is thought. Thus the packer who is interested in securing production, merchandising and distribution data and information on quick-frozen meats as a basis for further operations can secure CO₂ equipment to do this at a comparatively small cost.

Handling in the Retail Store.

The next step in the merchandising of quick-frozen cuts is to provide means (Continued on page 37.)



CROSS SECTION OF TRUCK BOX FOR DELIVERING FROZEN CUTS.

The box is heavily insulated and has a metal container somewhat smaller than the inside dimensions of the box. Carbon dioxide is placed in a tray at the top. As this evaporates, the cold gases overflow the sides of the tray and circulate in the air space between the box and the container, cooling from all sides. Below freezing temperatures are maintained.

Changing Distribution Trends Hamper Packers Under Consent Decree

Amended petitions, alleging that public interest demands modification of the packers' consent decree of 1920, were filed by Armour and Company and Swift & Company on April 2 in the Supreme Court of the District of Columbia. Original petitions for modification of the decree were filed August 10, 1929.

Both petitions contain a comparative analysis of business conditions at the time the decree was adopted, in February, 1920. They make these points:

That changes in marketing methods have effected economies in operation and reduced consumer price;

That a trend toward integration, mass selling, handling of branded products and of diversified lines is rapidly increasing, but that the decree prohibits the defendants from adapting their business to changed economic conditions;

That the wholesaler, who was the normal outlet for defendants' products in 1920, has suffered a reduction of volume through trend toward integration, and independent retailers have been substantially reduced in number and business volume because of chains;

That the defendants, by the decree, are prevented from selling unrelated commodities and developing brands thereof;

That the decree compels defendants to concentrate tremendous overhead involved in branch house and distributing systems upon meats and meat food products alone, and denies defendants opportunity to reduce costs through utilization of distributing system.

How Decree Injures Packers.

Specific injuries resulting from enforcement of the decree are alleged in the Armour petition as follows:

(1) Purchasing power for retail meat distribution is rapidly becoming concentrated into a relatively small number of buyers because of chain and voluntary chain extension.

(2) Volume loss in branch house business has compelled the petitioner to close and discontinue numerous branches.

(3) Further volume loss has resulted from chain stores practice of handling their own brands of meat products, either partially or exclusively.

(4) Merger of other meat packers with chains has injured the defendant through loss of a part of meat sales thereto.

(5) Defendants are not only prohib-

ited from establishing retail outlets for their products, but the decree denies right of defendant to handle a diversified line of products according to modern trends in merchandising.

(6) Decree is inequitable, prejudicial, denies right to engage in lawful business, but does not impose like restrictions on hundreds of defendant's competitors.

Good Repeat Business Reported in Test of Consumer Demand for Frosted Foods

Tests of consumer demand for frosted meats and other foods under way in Springfield, Mass., for the past month have resulted in satisfactory repeat business on all foods, according to reports.

The meats and other products were prepared by the Birdseye process of quick freezing, principally in the plant of Batchelder, Snyder, Dorr & Doe in Boston.

Twenty-one cuts of meat were included in the list, but customers asked for still other frosted cuts. In addition to the steaks, chops, roasts, sausage and stewing meat offered, there were fish fillets, oysters, spinach, peas, raspberries, loganberries and pitted sour red cherries included in the foods sold.

These foods were offered in 10 markets, six of which are part of a local

Both amended petitions ask the court to modify the decree to permit petitioners to own and operate retail meat markets; to own stock in stockyard companies and terminal railroads; to manufacture, sell and deal in commodities in so-called unrelated lines of food products; to use and permit others to use their distributive facilities in distributing such food products. The Swift petition, in addition, seeks modification to permit the petitioner to own capital stock in public cold storage warehouses and to engage in the fresh milk and cream business.

chain organization not handling meats, three are high-grade neighborhood meat and grocery stores, and one is a down-town cash-and-carry market.

At first there was a good deal of evidence of novelty buying, but a substantial repeat business soon developed, and some of the larger stores report they are now selling the frosted products to some 200 families per day. The heavier cuts of meat were said not to move so well during the first few days, but there soon developed a steady demand for these cuts also.

Advertising and Price Features.

Extensive local newspaper advertising has been done, some of the ads featuring price specials such as

1 lb. pork chops.....	39c
2 pkgs. spinach.....	20c
Total	59c
Special at 44c	
1 lb. lamb chops.....	55c
2 pkgs. spinach.....	20c
Total	75c
Special at 59c	

These were a Friday and Saturday feature at five stores.

Not only do the advertisements carry a description of the frosted meats, fruits and vegetables, but recipes such as "Birdseye loganberry pie" and "Birdseye cherry cobbler" are included, as well as product prices.

One advertisement during the early days of April featured the following products and prices:

Loganberries	pkg. 28c
Cherries	pkg. 33c
Veal cutlets	lb. 69c
Veal chops	lb. 49c
Pork sausage	lb. 35c
Stewing beef	lb. 35c
Stewing lamb	lb. 25c

Frosted roasts were listed at the following retail prices:

Rib roast of beef.....	38c
Boneless pot roast.....	38c
Leg of spring lamb.....	39c
Sirloin of beef roast.....	49c
Pork loin roast.....	32c
Spring lamb roast.....	36c

The North Pole

has been brought down South!

In 1920 you may have the benefits of

Nature's Own Method of Perfect Refrigeration

Preserving perishable foods quickly and extremely low temperatures, while they are fresh, and keeping them perfectly cool, is the principle of Nature's perfect refrigeration method.

The Birdseye Quick Freezing Process has taken Nature's own method from the Arctic regions and has put it to work in civilization. The secret of this process is to freeze the food rapidly.

When foods are slow frozen, large ice crystals form and puncture the delicate cell walls. On thawing, the water seeps out. The Birdseye Quick Freezing Process, on the other hand, freezes the food so rapidly that no large ice crystals are formed. The water is held in the cells and the food remains as fresh as the day it was frozen. Thus the flavor is retained in the products.

Birdseye Frosted Roasts

With extra compound of bones, marrow, and natural juices, these roasts are perfectly new with the flavor of the original meat. The Birdseye Frosted Roasts are sold in 10 lb. and 20 lb. sizes.

The extra compound is made of natural ingredients, and all of these are added to the meat before it is frozen. The result is a roasting meat that is as tender and juicy as the original meat, and it is also perfectly safe to eat at any time in the winter months.

Spring Lamb Roast 32c
Leg of Spring Lamb 49c
Sirloin of Beef Roast 59c
Rib Roast of Beef 38c
Pork Loin Roast 35c
Boneless Pot Roast 38c

On Sale at the Following Stores

Armour & Co., Inc.
 Swift & Co., Inc.
 Wm. L. Bryant & Co., Inc.
 J. A. Healy & Co., Inc.
 J. C. McLaughlin & Co., Inc.
 J. F. O'Brien & Co., Inc.
 J. H. O'Brien & Co., Inc.
 J. K. O'Brien & Co., Inc.
 J. L. O'Brien & Co., Inc.
 J. M. O'Brien & Co., Inc.

BOOSTING FROSTED FOODS.

Advertisements of different sizes, from full pages to single column announcements, have been used extensively in introducing Birdseye frosted meats, fruits and vegetables to consumers in Springfield, Mass.

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

NOT AFRAID OF CHAIN STORES.

Opposition to efforts to stamp out competition by legislation was voiced by State Senator Floyd Loper of Mississippi in a debate in the state legislature on a measure to increase the tax on chain stores which had already been provided in a bill passed by the lower house. "If I can't compete with chain stores, then I will get out of business," Senator Loper, who is an independent grocer, said in answer to charges of a colleague that unless the chain stores were taxed high, "vacant stores and depleted values will follow."

CHAIN STORE NOTES.

Kroger Grocery and Baking Co. sales for March total \$20,759,939 compared with \$22,041,295 in March, 1929.

Southern Grocery Stores show a gain in sales during the first four weeks of the month over sales of the same period in 1929. Sales for the month just ended total \$1,335,000 against \$1,185,000 a year ago.

H. P. Hood Co., Inc., Providence, R. I., which recently took over the Turner Center System of stores, has leased the United Sausage Co. plant in Woonsocket, as a part of the further development of its retail program.

The Winn & Lovett Grocery Co. of Georgia has purchased 36 Piggly Wiggly stores in Atlanta and suburbs for approximately \$400,000, according to a recent announcement. The purchase also includes the Atlanta offices and warehouse building of Piggly Wiggly.

Albert H. Morrill, for many years general counsel for the Kroger Grocery and Baking Co., was elected president recently, succeeding W. H. Albers, who became chairman of the board. B. H. Kroger, former chairman of the board of directors, remains as a director.

American Stores showed sales for the four weeks ending March 29 of \$11,300,186 as compared with the same month, 1929, of \$11,278,360 or an increase of .2 per cent. For the 13 weeks this year, sales aggregated \$35,569,419 against \$35,516,349, an increase of .1 per cent.

National Tea Company report sales for March, 1930, \$7,648,843 as compared with the same month of 1929 of \$8,102,467, a decrease of 5.59 per cent. For the first three months of 1930 sales totaled \$21,781,625 as against \$22,546,487 for the same period of 1929, a decrease of 3.39 per cent.

Nathan Strauss, Inc., report sales for March, 1930, amounting to \$825,306 as compared with March, 1929, of \$648,744, an increase of 27.2 per cent. For the first three months of 1930, sales totaled \$2,261,237 as against \$1,813,870 for the same period of 1929, or an increase of 24.6 per cent.

Jewell Tea Company for the four weeks ending March 22 reported sales

amounting to \$1,284,868 as against \$1,300,900 for the same month, 1929, or a decrease of 1.2 per cent. For the first 12 weeks of this year, sales totaled \$3,693,872 as compared with those for the same period of 1929, of \$3,736,346 or a decrease of 1.1 per cent.

S. M. Flickinger Co., Inc., of Buffalo has purchased the R. M. Carper grocery chain in Ohio. This chain includes a warehouse and seven stores, which it is expected to expand to 25 stores within the year. The Flickinger company owns wholesale and retail grocery properties, including 375 stores, and the company's goods are handled by 1,200 other Red & White stores on a cooperative plan.

Sales of the Childs Company in March declined from those of the same month last year, although the total for the first quarter remained above that of the first three months of 1929. For March sales amounted to \$2,351,691 compared with \$2,408,961 in March, 1929, a decrease of \$57,270 or 2.4 per cent. For the three months this year sales aggregated \$6,868,619 against \$6,792,632 in the corresponding period last year, an increase of \$75,987 or 1.1 per cent.

The Safeway Stores reported higher sales in March than in the same month a year ago. The Safeway report was in contrast to the general trend of sales reports this week, which showed a decrease from March, 1929. Last month the total sales of the Safeway Stores amounted to \$19,062,112 compared with \$17,671,834 in March last year, an increase of \$1,390,278 or 7.8 per cent. For the three months this year, the company reports total sales of \$54,955,364 against \$47,876,435 in the same period of 1929, a gain of 14.7 per cent. Figures for March, 1929, include sales of companies acquired subsequently.

LOS ANGELES PACKERS EXPAND.

Cornelius Bros., Los Angeles, Calif., packers, have recently incorporated their business under the name of Cornelius Bros. Ltd. The firm is incorporated for \$150,000, the additional money to be used to take care of the natural expansion of the business. This has been rapid since taking over the old plant of the Los Angeles Packing Co. on January 1.

Officers of the company are Paul Cornelius, president; Harold and Glen Cornelius, vice-presidents; C. W. Roemhild, secretary, and Deming Isaacson, treasurer.

FINNISH LEADERS VISIT U. S.

Some Finnish business men, under the leadership of Paul Korpisaari, Ph. D., managing director of the Wholesalers' Association of Finland, and accompanied by W. J. Hiltunen, import agent, of Helsinki, will make a trip to the United States and Canada, arriving about April 10 in New York, and visiting Chicago, Buffalo, Toronto, Minneapolis, San Francisco, Kansas City and St. Louis.

The intention is to study chiefly such lines of export business as flour milling, pork packing, fresh and dried fruit packing, to call on old business friends and to initiate new business connections. They may be reached until May 20 through THE NATIONAL PROVISIONER, Chicago.

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

MIX-UP IN SHIPMENTS.

Hardly a day passes that the average packer does not have a problem facing him relating to his livestock shipments. Submit your questions and an attempt will be made to answer them here. Here is one:

Question: A New York packer received by mistake a car of hogs that had been shipped to the New England concern, the New York load going to the New England city. Both claimed to have sustained losses.

After a report of the facts the New York packer states that the railroad claim department was refusing to settle with either, on the ground that if one lost, the other must have gained. He asks if he should press his claim for settlement.

Answer: This situation shows how utterly unfair freight claim agents can become through ignorance or inexperience, or both. This New England packer kills only the heavier grade of hogs, and this particular car consisted of heavy packing sows exactly suited to his trade, which will have nothing to do with small hams, loins, etc.

On the other hand, the New York load consisted of fancy Yorkers, exactly suited to the New York trade, which refuses to buy heavy hams, loins, etc. In other words, each packer got exactly that which was wholly unfit for his trade.

In this case refusal could have been made and the property turned back to the carrier. Had this been done it would have cost the road money to effect proper deliveries, and it still would have been responsible for the loss of each packer.

Such a mix-up renders the carrier liable for the full actual loss of each packer, assuming, of course, that the mix-up was due to negligence of the carrier. By this conversion and substitution the road must respond for this loss, and suit should be instituted if adjustment is not made promptly.

Another question and answer will appear in this column in the next issue of THE NATIONAL PROVISIONER.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Apr. 9, 1930, show exports from that country were as follows: To England, 149,285 quarters; to the Continent, 39,377 quarters.

Exports of the previous week were as follows: To England, 115,360 quarters; to the Continent, 16,586 quarters.

People Are Ham Conscious at Easter and React Favorably to Ham Advertising

Ham is the traditional meat in a great many homes on Easter Sunday. Many packers see in this day the opportunity to sell a few additional pounds of this product, but the clever meat merchandiser recognizes a greater opportunity and capitalizes on it.

If people ever are ham conscious it is at Easter. Ham publicity at this time, therefore, gets consumer response in greater measure than is often possible at other seasons of the year. And if the product is right, year-round good-will and sales result.

Good advertising and better merchandising of hams by packers and retailers preceding Easter will also do much to keep alive and expand the practice of serving ham on that day.

Advertising Easter Hams

By Fred E. Kunkel.

Easter presents opportunities for sales promotion to the packer, just as well as it does to other tradesmen. The problem is simply one of using the correct merchandising methods to secure the largest volume of sales.

The N. Auth Provision Co., Washington, D. C., plays up in newspaper advertising its different meats, and furnishes suggestions to the housewife as to how to use them in preparing her meals.

"A Delightful Change for Jaded Lenten Appetites" is the headline for featuring Auth products. This suggests that the housewife can make no mistake in buying Auth's delicious smoked ham from her butcher to serve during the Lenten and Easter season, and which will provide a savory change in diet.

Menu Suggestions Attractive.

Other Auth products are also featured in the advertising, such as liver loaf, link sausage, pork pudding, ham bologna, scrapple, souse, meat loaf, bacon and lard, etc.

The suggestions thrown out in newspaper copy for Easter meals are Auth's ham and eggs, toast and coffee, for breakfast, Auth's cold sliced ham and potato salad for lunch, Auth's smoked ham and spinach for dinner. And the suggestion is made that when friends drop in at night they be served rye bread sandwiches of Auth's tender smoked ham stuffed with lettuce.

Spring, Lent and Easter are all effectively hooked up in Auth's advertis-

for Easter

Auth's Smoked Ham
Not the Cheapest—But the Best

OTHER AUTH PRODUCTS
Liver Loaf
Link Sausage
Pork Pudding
Smoked Ham
Bacon
Lard
Smoked Sausage
Smoked Ham Bologna
Souse
Meat Loaf

Here are suggestions for three delicious Easter meals which have been favorite in Washington homes for generations: For breakfast, Auth's Ham and eggs, toast and coffee; for lunch, Auth's Sliced Ham (cold) and potato salad; for dinner, Auth's Boiled Smoked Ham and spinach. And when friends drop in at night, serve rye bread sandwiches of tender Auth's Smoked Ham and lettuce. These meals are simplicity itself to prepare; they are certain to please everybody; they are wonderfully appetizing and nourishing.

But be certain to ask for and insist on the genuine Auth's Smoked Ham . . . sweet, tender, spicy, incomparably fine.

More than 2,000 quality grocers will be glad to sell you Auth's Smoked Ham.

N. AUTH PROVISION COMPANY
LOOK FOR U.S. INSPECTION No 336

EASTER HAM ADS PROFITABLE.

Easter ham advertising is particularly effective, for it gets to consumers when they are ham conscious. Ham ads at this time, some meat merchandisers say, will produce more year-round ham business than similar advertising done at other seasons of the year. This Easter ham advertisement of the N. Auth Provision Co., Washington, D. C., is well laid out and carries convincing copy. It occupied space 6 by 10 in.

ing at a time when Auth's smoked ham, fried ham and eggs, boiled ham and spinach, ham and cabbage, minced ham, ham sandwiches, etc. are all appropriate for catering to keen-edged appetites.

Easter Advertising Creates Demand.

Each advertisement carries an illustration of Easter lilies the full length of the ad, with a picture of a whole ham partly sliced, shown on a plate ready to serve. In a small oval insert is shown a family sitting at the table enjoying their evening meal.

By tying up with Easter through effective illustrations and brief but convincing selling copy, the N. Auth Provision Co. attracted favorable attention to itself and also spread a good will message before the public which created favorable sentiment for Auth products.

Many meat and provision dealers, no doubt, fail to see the connection between Easter and their meat products, and by failing to push these items before the public at Easter time, they naturally fail to stimulate any appreciable demand.

The N. Auth Provision Co. through the right type of sales promotion brought these meats to the public's attention in a forcible manner where they can at least be thought about. By reaching a sufficient number of prospects through extensive newspaper publicity, sales which would not otherwise be in prospect are thus achieved, and demand for their meat products is stimulated.

GOOD IDEAS PAY DIVIDENDS.

Nearly six thousand dollars have been distributed to participants in the annual awards for ideas conducted by the Institute of American Meat Packers since 1924. In the six years during which these awards have been made, approximately 300 entries have been received. Of this number 35 merited cash awards, and 140 received certificates of merit.

The Institute Awards for 1930 make available for the seventh consecutive year \$1,000 for the purpose of encouraging the development of such ideas.

Failure to have received a cash award in previous years should not discourage packinghouse employees from entering either new ideas or revising and developing further ideas entered earlier. Here are some examples of this idea:

In 1925, C. A. Dunseth of Kansas City received a certificate of merit for his entry, which consisted of a meat-cutting device for separating shoulders from sides in cutting hogs. Encouraged by the recognition which his idea had received, Mr. Dunseth so improved it that when it was entered again in 1927 it received the first reward of \$300.

William Miller, also of Kansas City, in 1925, entered an idea for a casing-measuring machine. Recognition in the form of a certificate of merit stimulated him to further endeavor, and in the 1929 Awards he received an award of \$100 for his idea.

These two instances illustrate the desirability of revising, developing and improving ideas entered in previous years.

As in former years, the 1930 Awards are being directed by the Institute's Committee on Awards, of which H. P. Henschien is chairman. The division of the \$1,000 will be left to the judgment of this committee. The amount awarded to any one entrant will depend entirely upon the value to the industry of the idea entered.

Entries will be received until July 15. Announcement of the awards will be made at the annual convention of the Institute in the fall. Entries should be addressed to the Department of Packinghouse Practice and Research, Institute of American Meat Packers, 506 South Wabash Avenue, Chicago.

Libby Financial Statement Shows Good Business for Past Year

Net earnings of Libby, McNeill & Libby for the fiscal year ended March 1, 1930, amount to \$2,822,531.94, slightly less than the earnings of the previous year which totaled \$3,012,288.12.

The surplus account of the company was increased by \$1,562,531.94, making the total on March 1, 1930, \$9,787,412.44. Preferred stock dividends totaling \$1,260,000 were paid, but no dividends were paid on common stock. Cumulative dividends on preferred stock are in arrears for three years and aggregate 21 per cent, amounting to \$3,780,000. These must be cared for before any dividends are paid on common stock.

The financial statement of the company shows net working capital of \$26,142,399.92 and a ratio of current assets to current liabilities of 2.42.

In his letter to shareholders, dated April 5, 1930, President Edw. G. McDougall says:

Expansion During Past Year.

"Our business for the past year has been reasonably satisfactory. Most of our lines of business have shown favorable progress in volume and earnings, but the results of our fresh meats and evaporated milk lines have been disappointing, due entirely to conditions existing within those industries."

The financial statement indicates considerable expansion in facilities, which include the purchase of three salmon canneries in southeastern Alaska, and the purchase and lease of 1,300 acres additional pineapple lands in Hawaii. During the year the company also took on certain new lines in a substantial way, namely: corn, peas and stringless beans, and purchased the plants and businesses of four companies.

The company prepares an extensive line of meats and meat products, including corned beef, roast beef, vienna sausage, potted meat, genuine deviled ham, container-cooked ham, spiced ham, luncheon loaf, sliced dried beef, corned beef hash, veal loaf, imported style frankfurter, beef steak and onions, hamburger steak and onions, tripe, oxtongue, lunch tongue, chili con carne, chop suey, bouillon cubes, beef extract, meat-wich sandwich spread, and beef stew known as "ra-gon". Mince meat and pork and beans are also produced.

In addition, an extensive line of condiments and relishes are produced, as well as evaporated and condensed milk, dried and canned fruits, canned vegetables, jellies and jams, and miscellaneous products including salmon, chicken in various styles, frigid fruits, and other canned specialties.

Annual Balance Sheet.

The balance sheet as of March 1, 1930, compared with that of March 2, 1929, follows:

	ASSETS.	
	March 1, 1930.	March 2, 1929.
Current and working assets:		
Cash	\$ 2,601,321.59	\$ 2,410,142.48
Accounts receivable	8,273,195.21	6,745,409.43
Inventories—		
Product	25,550,212.65	24,358,917.88
Ingredients and supplies	3,744,294.46	3,096,472.36
Growing crops, etc.	4,108,525.92	3,799,815.66
Prepaid insurance and interest	331,978.38	303,705.45
.....	\$44,009,526.21	\$40,714,463.26
Sinking fund and other investments	1,052,393.18	1,109,318.83
Deferred expenses on future con. sales	385,156.00	528,806.26
Bond discount and expense	630,531.14	690,978.27
Plant	31,405,335.56	28,830,127.40
Less: reserve for depreciation	11,095,029.11	11,396,152.97
.....	\$66,387,912.98	\$60,477,541.05
LIABILITIES.		
Current liabilities:		
Notes and accounts payable	\$18,467,126.29	\$13,012,973.91
Purchase money mortgage, first mortgage 5% sinking fund fifteen year gold bonds, dated October 1, 1927	12,187,000.00	12,500,000.00
Reserves—pension fund and others	1,196,374.25	1,060,086.64
Preferred stock, 7%	18,000,000.00	18,000,000.00
Common stock, 675,000 shares, par \$10	6,750,000.00	6,750,000.00
Surplus	9,787,412.44	8,224,880.50
.....	\$66,387,912.99	\$60,477,541.05
Net working capital	\$26,142,399.92	\$26,801,489.35
Ratio of current assets to current liabilities	2.42 to 1	2.93 to 1

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Apr. 9, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Apr. 2, or nearest previous date:

	Sales.			—Close—	
	Week ended Apr. 9.	High.	Low.	Apr. 9.	Apr. 2.
Amal. Leather.	100	3	3	3	3 1/4
Amer. H. & L.	700	6	5 1/2	6	4
Do. Pfd.	500	33 1/2	33	33	31 1/2
Amer. Stores.	1,700	51 1/2	51	51 1/2	50 1/2
Armour A.	6,700	6 1/2	6 1/2	6 1/2	7
Do. B.	12,000	3 1/2	3 1/2	3 1/2	3 1/2
Do. Pfd.	800	59 1/2	59 1/2	59 1/2	59 1/2
Do. Del. Pfd.	300	76	76	76	75 1/2
Barnett Leather	900	6 1/2	6	6 1/2	6
Beechnut Pack.	1,300	62 1/2	62 1/2	62 1/2	64
Bohach, H. C.	9	8	8	8	8
Brennan Pkg. B.	300	21	20 1/2	21	20
Chick C. Oil.	3,400	30 1/2	28	30	25 1/2
Childs Co.	3,000	62 1/2	62 1/2	62 1/2	65
Cudahy Pack.	1,000	45	45	45	46 1/2
First Nat. Sts.	6,400	54 1/2	54	54 1/2	55
Gen. Foods.	44,600	51 1/2	50 1/2	51 1/2	50
Get. A. & P. Int. Pfd.	10,000	16 1/2	16	16	15 1/2
Do. new.	240 1/2	240 1/2	240 1/2	240 1/2	255
Hormel, G. A.	950	29	28 1/2	29	27 1/2
Hygrade Food.	1,500	11	11	11	11 1/2
Kroger G. & B.	48,400	38 1/2	37 1/2	38 1/2	41
Libby McNeill.	136,700	23 1/2	21 1/2	23 1/2	23 1/2
MacMar. Str.	1,200	19 1/2	19 1/2	19 1/2	20
M. & H. Pfd.	150	38 1/2	38	38	39 1/2
Morrell & Co.	600	66	66	66	66 1/2
Nat. Pfd. Pr. B.	1,000	3 1/2	3	3	3 1/2
Nat. Leather.	850	1 1/2	1 1/2	1 1/2	1 1/2
Nat. Ten.	2,000	34	33 1/2	33 1/2	34 1/2
Proc. & Gamb.	3,800	67 1/2	67 1/2	67 1/2	67
Rath Pack.	250	24 1/2	23	24 1/2	24 1/2
Safeway Strs.	4,000	101	99 1/2	101	99 1/2
Do. 6% Pfd.	130	95 1/2	95 1/2	95 1/2	96
Do. 7% Pfd.	150	108	108	108	109
Stahl-Meyer	200	24 1/2	24 1/2	24 1/2	24 1/2
Strauss-E. Strs.	1,300	21	21	21	20 1/2
Swift & Co. new	6,060	31 1/2	31 1/2	31 1/2	31 1/2
Do. Int.	5,950	33	32 1/2	33	32 1/2
Trans. Pork.	200	24 1/2	24 1/2	24 1/2	24 1/2
U. S. Cold Stor.	1,800	38 1/2	38	38	39 1/2
U. S. Leather.	7,600	14	12 1/2	13 1/2	10 1/2
Do. A.	3,700	21 1/2	20 1/2	21 1/2	18 1/2
Do. Pr. Pfd.	400	78 1/2	78 1/2	78 1/2	82
Wesson Oil.	2,100	27 1/2	27 1/2	27 1/2	28
Do. Pfd.	1,000	58 1/2	58 1/2	58 1/2	58
Wilson & Co.	1,100	5 1/2	5 1/2	5 1/2	5 1/2
Do. A.	400	11 1/2	11 1/2	11 1/2	11 1/2
Do. Pfd.	100	52 1/2	52 1/2	52 1/2	53 1/2

FINANCIAL NOTES

At a recent meeting of the directors of the Van Camp Packing Co., it was voted to omit the quarterly dividend of 4 1/2% a share on the 7 per cent preferred stock.

Directors of the General Foods Corporation declared the regular quarterly dividend of 75 cents on common stock, payable May 1, to stock of record April 15.

A net income of \$179,911 for the 36 weeks ended March 8, 1930, is reported by the American Hide & Leather Co., after all charges including federal taxes. This compares with a net loss of \$1,026,159 in the similar period ending March, 1929.

Ownership of General Foods Corporation is now distributed among 33,750 stockholders, according to Colby M. Chester, jr., president of the company. This figure represents an increase of 1,685 over the record total of February and of 6,400 over the number for December, 1929.

Net income of \$25,318,050 for the year ended December 31, 1929 is reported by the Aluminum Co. of America. This is after all charges and compares with \$20,672,750, the net income for 1928. The earnings were equivalent to \$11.18 a share on 1,472,625 shares of common compared with \$8.03 a share on the common stock during 1928.

Coast Food Distributors Company, Ltd. has been formed by Durkee Famous Foods, Inc., which is a subsidiary of the Glidden Company. The new company will handle the west coast distribution of the company's food products. The authorized capital stock of 1,000 shares of \$10 par common is held by the parent company.

The following officers were elected at the annual meeting of the Beechnut Packing Co., held at Canajoharie, N. Y., recently: President, Bartlett Arkell; vice presidents, F. E. Barbour, J. S. Ellithorp, W. C. Arkell; treasurer, J. S. Ellithorp; assistant treasurer, E. W. Shineman; secretary, E. W. Shineman; assistant secretary, G. W. Sharpe; directors, Bartlett Arkell, F. E. Barbour, J. S. Ellithorp, W. C. Arkell, E. W. Shineman, J. E. Ellithorp, Jr.

Sales of the Beatrice Creamery Co. for the year ended February 28, 1930 amounted to \$83,681,636 with a net income of \$2,533,499. This compares with a net income from operation of \$1,523,013 in the previous fiscal year. The 1930 earnings are equivalent to \$7.31 a share on 270,395 shares of common outstanding, after allowance for preferred dividends, compared with \$6.31 a share on 175,223 shares in the previous year. The company's sales and earnings during the year were the highest in its history. Every department showed a gain, which is regarded by company officials as not only a reflection of the expansion through acquisitions but of a satisfactory growth as well.

FANCY DRY CURED BACON.

Fancy dry cured bacon is always in good demand. It is not difficult to make if you know how. Write THE NATIONAL PROVISIONER for full direction on how to make this fancy product.

THE NATIONAL Provisioner

Chicago and New York

Member

Audit Bureau of Circulations
Associated Business Papers, Inc.

OFFICIAL ORGAN INSTITUTE OF
AMERICAN MEAT PACKERS

Published Weekly by The National Provisioner,
Inc. (Incorporated Under the Laws of
the State of New York) at 407 So.
Dearborn Street, Chicago

Otto v. SCHRECK, President.
PAUL I. ALDRICH, Vice-President.
OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.,
CHICAGO, ILL.
Telephone Wabash 0742, 0743, 0744.
Cable Address "Sampson," Chicago.

EASTERN OFFICES.

55 West 42d St., New York
Telephone Chickering 3139

PACIFIC COAST OFFICE.

681 Market Street, San Francisco, Calif.
NORMAN C. NOURSE, Mgr.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States.....	\$2.00
Canada	4.00
All Foreign Countries in the Postal Union, per year.....	6.00
Single or Extra Copies, each.....	.10
Back Numbers, each.....	.25

Is Your Paper Late?

THE NATIONAL PROVISIONER is put on
mail trains in Chicago every Saturday
before 11 a. m. It should reach you
promptly.

If there is any delay, please save the
wrapper, mark on it the hour of delivery
to you by the carrier, and send it to THE
NATIONAL PROVISIONER, Old Colony Bldg.,
Chicago, Ill.

This will aid us in obtaining proper
service for you from the Post Office.

Meat Supply and Price

So far in 1930 the meat supply has been well under that of a year ago. Not only are the receipts of livestock smaller, but in the case of cattle the average weight has been considerably less.

Combined receipts of cattle at the seven principal markets of the country during the first quarter of the year were 1,876,427, showing a gain of 51,378. But from the river markets particularly a large number of these cattle went back to the country for further feed.

There has been strong resistance on the part of consumers to high costing beef, and much product that would grade medium has found a broad out-

let. With improvement in general employment and an increase in buying power, demand can be expected to increase. But continuing resistance to high prices can be expected.

While hog runs continue light and the outlet for green product is strong because of limited supplies, little strength has developed in the market on cured meats, although more activity is evident. It is entirely probable that much of the Easter business in smoked meats has been taken at a price that will necessitate red entries on the packers' books, as these meats were put down at high cost.

Predictions have been not uncommon that hog runs during the coming months would be light, and prices therefore high. There has been little in the price of hogs for a long time that would be discouraging to producers to raise hogs.

Hogs have made more money for farmers than their grain crops, and the turnover is quicker. There would seem to be little reason, therefore, why production should be reduced very materially.

But even with somewhat curtailed runs, accompanied by the development of broader buying of pork products, it is doubtful if demand will grow so strong as to absorb any considerable amount of product from 12-cent hogs at a profit to the packer.

Lamb supplies have been large and the quality has been good. At the seven principal markets nearly three-quarters of a million more lambs were received during the first quarter of 1930 than in the same period of 1929. This meat has served well in supplementing the smaller supplies of beef and pork at reduced price levels.

The fed lamb crop will soon be worked off, but already spring lambs have appeared at some markets and a fair supply is promised throughout the summer.

The total meat supply during the coming six months, therefore, gives promise of being adequate to meet consuming needs at reasonable price levels. But there appears to be little in the outlook to warrant especially high prices for animals on the hoof, either hogs, cattle or lambs.

Balancing the Business

New conditions and changing consumer buying habits are forcing to the attention of the packer the fact that he can profitably go a step further in his processing methods. The value in good products is as great as it ever was, but for best merchandising results this goodness must be apparent to the eye of the consumer.

This means more than a fancy dress for the merchandise. It calls for greater care and skill in processing operations to emphasize those qualities that catch the housewife's eye and cause her to choose a product because it "looks good."

Packaging and wrapping, in many cases, make more instead of less conspicuous the little irregularities in the finished product. Differences in diameters and lengths of links of frankfurts and sausages, for example, are not apparent when these meats are displayed unpackaged.

However, when they are placed side by side in a carton open for display or in transparent wrappings, these irregularities become very apparent to the store visitor.

The customer, viewing a package of these meats that are not uniform in size and length, may not realize the reason for the unfavorable reaction she receives, but, nevertheless, the harm has been done—and she is very liable to pass the package by and choose one that has been prepared with greater care and skill and that impresses her more favorably.

Profitable merchandising is the outstanding problem today in the meat industry. Its solution is demanding more and more of the time of plant executives.

There is danger as the details of meat merchandising becomes more complicated and the subject becomes of still greater importance—and present indications forecast that it will—that the need for quality products and efficient processing will not stand in the limelight as it does today. Realization of the fact that there can not be efficient merchandising without the efficient production of products of high quality will aid in preserving a balance in the business as a whole.

Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

Sausage Stuffing Troubles

Poor results with the air pump are complained of by a sausage-maker who thinks it is due to the make of pump. He says:

Editor The National Provisioner:

At the present time we are using a well known air pump for our stuffing and are not getting good results. We would appreciate your advice as to the best air pump for stuffing.

This inquirer is not specific as to the nature of the trouble he is having and it is, therefore, impossible to make definite recommendations.

The trouble may or may not be in the pump. If he is having difficulty in maintaining an air pressure of 60 to 80 lbs., depending on the type of stuffer he is using, the fault may be in the compressor or the air storage tank.

It would be well to have a mechanic check up on the pump and examine the valves particularly. If these leak they should be made tight.

It is possible also that the air supply for this pump is taken inside the building and that it contains considerable moisture. It would be well to examine the air storage tank to see how much water is in the tank. This tank should be equipped with a drain valve at the lowest point. Open this valve and drain off any water in the tank. Also examine the tank and all air piping for leaks.

Test Pump Control.

If the pump is started and shut down automatically, the control mechanism should be tested to see that it is operating at the desired pressures. Too much reliance should not be put on the air gauges, as there is possibility that they are not indicating correctly.

Be sure that the pump operating the motor is large enough to secure the necessary air pressure.

It is possible that the trouble may be in the stuffer and not in the pump. Make sure that the piston is tight. If considerable air leaks past the piston, stuffing difficulties will be experienced. When filling the stuffer, care should be taken to see that the meat is tamped down and that air pockets are eliminated as far as possible.

There are a number of well designed small air compressors on the market. Manufacturers of stuffers and meat plant equipment houses advertising in THE NATIONAL PROVISIONER can advise on the type best suited to individual needs.

If this inquirer desires further assistance, it will be necessary for him

to give specific information regarding the trouble he is having.

Excess Air in Sausage

Is it possible to make satisfactory sausage without touching the mixed meat with human hands? A sausage maker writes regarding this as follows:

Editor The National Provisioner:

It is necessary in the plant in which I am now employed to handle sausage meat with scoops and wooden pounders when filling the stuffers. This system has slowed up our gang and tends to make an unsatisfactory product due to excess air being sucked in the meat because of an uneven top when the cover is screwed down and air turned on.

This did not happen when human hands packed and squared off the meat after filling.

It should be possible to handle sausage meat to greater advantage with scoops and pounders than with human hands. Aside from the sanitary features involved in the use of such devices, there should be an actual operating advantage, as soon as the workmen get into the habit of not using their hands for filling the stuffers and packing the meat.

As to the excess air, this is not attributable to the new method, but probably results from a leaky piston.

It is suggested that this be checked to see if the difficulty cannot be overcome.

Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name

Street

City

Enclosed find a 2c stamp.

When to Trim Hog Heads

Is it common practice to trim hog heads hot or cold? A Western packer says:

Editor The National Provisioner:

Please give us some information or test regarding the trimming of hog heads. Should this be done immediately after the hogs are slaughtered, or after they have been thoroughly chilled?

Do you consider it a saving to trim the heads while warm?

The common practice is to trim out hog heads hot. Numerous tests have been made comparing this method with the method of trimming the heads after they have been chilled.

It has been found that there is a slightly increased yield in head meat when the heads are trimmed cold, but this gain in yield is offset by the additional labor required for rehandling the meats and the general inconvenience of the system.

When the heads are chilled first, considerable additional equipment is required, such as trucks for holding the heads until they have been chilled for retrimming.

Where a plant operates only one gang for killing and cutting, and where it is difficult to obtain sufficient help for the killing gang, it is sometimes more convenient to trim out the heads at the time of cutting, when labor is more available.

It is apparent, therefore, that local operating conditions have a good deal to do with the method followed.

Fuller's Earth in Tankage

What advantage would there be in using fuller's earth in tankage? A packer asks how to use this product to improve tankage. He says:

Editor The National Provisioner:

We are interested to know how to use fuller's earth in mixing it with feeding tankage such as we make here. We understand it is sometimes used to improve the quality of tankage and thought you could tell us just how it is supposed to be used.

Fuller's earth is not used to improve the quality of tankage. Silica is the principal ingredient in most fuller's earth and while it would not actually be harmful when used in moderation, it contains no protein, phosphate or potash. And these are the three ingredients for which the purchaser of tankage is looking.

This inquirer does not say in what way he wants to improve his tankage. If it is a matter of increasing the important ingredients, one way to do this is to add the stick to the tankage before it is dried.

Bleaching Cotton Oil

Bleaching of prime summer yellow cottonseed oil is a careful process and one requiring considerable supervision. A Southern producer of compound writes as follows regarding this. He says:

Editor The National Provisioner:

We write to inquire as to your opinion on bleaching and deodorizing prime summer yellow cottonseed oil. If we heat the oil at 220 degs. F. with fullers earth and nuchar, pass this oil through our filter press, then deodorize it at 320 to 330 degs., should we have a prime summer white thoroughly deodorized cottonseed oil? The maximum heat temperature we can secure with our deodorizing equipment is 330 degs.

Only a fair oil can be made by heating prime summer yellow to 220 degs. F. with fullers earth and activated carbon, then filtering and deodorizing at 320 to 330 degs. F. The resulting oil would not do for a discriminating trade.

If this inquirer has reasonably good oil to work with, about 1 per cent fuller's earth and one-tenth of one per cent nuchar are about the right proportions to use with a prime oil. If the oil is dark or off color, more will be needed. A definite amount of earth and activated carbon can not be used at all times as the oil will vary in different seasons and even in the same season.

A temperature of 400 degs. is desirable for deodorizing, hence this inquirer's heat maximum of 320 to 330 degs. is insufficient to get best results. The 400 degs. should be produced under as high a vacuum as possible. Where operations are not large enough to install the necessary equipment, high temperatures may be attained with the use of a superheater.

However, regardless of what type is used, deodorization should always proceed under vacuum. Deodorizing at 330 degs. F. under atmospheric pressure will do little more than wash the steam through the oil and entrain some odors.

Where volume of operations is sufficient, best results are secured by having an engineer especially skilled in this line of work lay out suitable equipment. There are types of heating furnaces which are extremely efficient and which produce the highest quality of deodorized oil, but they are not justified except in large installations.

TRYING OUT FROZEN MEATS.

(Continued from page 30.)

in the retail store to keep the merchandise frozen until delivered to customers.

The retailer in many cases will be found reluctant to invest money in show cases capable of maintaining below-freezing temperatures. He will want to test customer reaction to the merchandise and determine whether or

not it would be profitable for him to stock it.

There are on the market refrigerated containers that are inexpensive in first cost and that will hold below freezing temperatures indefinitely. One of them is shown in the illustration on page 30. This container has a capacity of 125 to 150 lbs. of frozen meats. It is refrigerated with solid carbon dioxide, which is placed in the center compartment.

As in the truck box, metal containers, on all sides of which are air spaces, are used in the two storage compartments. As the CO₂ in the center compartment evaporates, the gas overflows and circulates in the air spaces in the storage compartment, cooling from all sides.

Kept at Low Temperatures.

A test was made on one of these containers recently in a room with an average temperature of 71 degs. F. During the interval of the test the covers of the storage compartments were raised every fifteen minutes to approximate store conditions as nearly as possible. The average temperature maintained in the storage compartments during the test was 15.6 degs. Nine pounds of solid carbon dioxide were consumed daily.

An objection to these containers is that no display of the wrapped and packaged frozen meats is possible. It has been suggested that when containers of this type are used dummy pack-

ages of meats be kept in the regular show case. These might arouse the interest and curiosity of customers, lead them to ask questions about the new merchandise and offer the retailer the opportunity to show and explain the meat cuts.

Work is under way on a show case for frozen meats to be refrigerated with dry ice. Displays in ordinary freezer counters, with added dry ice refrigeration, also have been made. Temperatures must be kept steady at not above 20 degs. to hold such meats.

One-hole containers are also available for those who desire to carry only small stocks of frozen meats at the start. They can also be had in a variety of styles and designs. Some are insulated with the ordinary commercial insulations, while other types are constructed on the principle of the thermos bottle. The cost is comparatively small.

Cabinets of these types have been used extensively for keeping frozen fish in the retail store and have met the needs very well.

MEAT PRICES AND DEMAND.

Important factors influencing meat consumption were studied in key cities of the United States to find the influence of price on meat consumption. This is one of a number of studies in the packing industry being conducted by the University of Chicago in cooperation with the Institute of American Meat Packers.

The work was carried on under the direction of Prof. John H. Cover of the School of Commerce and Administration of the university. Attention was given to such factors as changes in the price of meats compared with changes in the price of other food products; the price history of various meat products; meat price trends in different cities of the country; seasonal and cyclical variation in prices; variations in quantity of meat consumed; and relationships between meat prices and meat consumption.

These studies have been reported upon in an 81-page bulletin issued by the university. The report is given in semi-popular form and contains many tables and charts. About 40 pages of supplementary tables are presented, showing in detail prices of specified meats in selected cities, the average annual retail price of both fresh and cured meats and much other statistical matter relating to the subject in hand.

An outline of the study and a resume of the findings were presented in THE NATIONAL PROVISIONER of March 29, 1930. Copies of the bulletin, which is entitled "Consumption of Meat and Meat Products," may be obtained from the University of Chicago, Chicago, Ill., at \$1.00 each.

Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.



KNOWLEDGE SITS IN + + WEALTH'S OLD SEAT

In the 'Eighties management was a matter of arbitrary power. The Old Man owned the business, and other people did as they were told. When his fat fist hit the desk the argument was over. He had to take the chance of being wrong, for accurate knowledge of conditions and of methods was difficult to obtain. There was no generally accepted science of management. He had no other authority to fall back on than the power derived from his ownership.

But with the 'Nineties things began to change. First came the move for systematization in business. Then followed a period characterized by the demand for efficiency in personnel and equipment. And more lately has developed the scientific viewpoint in business—the respect for authenticity in basic data for manufacturing and marketing.

The result is that today successful businesses are managed by virtue of skill and knowledge rather than by weight of ownership. Executives quote the authority, not of shares, but of facts. Exact knowledge of technique, of materials, of methods and of economic conditions is the mark of modern business management.

What brought about this change? Three factors: the vision of individual leaders, the natural acumen of other

business men and the stimulation of thought by industrial and merchandising papers.

For the rapidity of this progress the business press has been largely responsible. It has not only been a leader in progressive business thought but in itself it has been a chief agent in the gathering and presentation of facts—up-to-the-minute, definite, proved, organized and correlated facts—upon which business has built its present sound structure.

To this vital usefulness the business press owes its influence with business men. It has become an essential factor in the daily conduct of their affairs. It is this indispensability to its readers which renders the business paper of today so useful a means of advertising for any manufacturer of a product sold to industry or through the trade.



THIS SYMBOL identifies an *ABP* paper . . . It stands for honest, known, paid circulation; straightforward business methods and editorial standards that insure reader interest . . . These are the factors that make a valuable advertising medium.

THE ASSOCIATED BUSINESS PAPERS, INC.
FIFTY-TWO VANDERBILT AVENUE · NEW YORK CITY

+ + + + +

THE NATIONAL PROVISIONER is a member of the Associated Business Papers, Inc. . . . a cooperative, non-profit organization of leading publications in the industrial, professional and merchandising fields, mutually pledged to uphold the highest editorial, journalistic and advertising standards.

A Page for the Packer Salesman

Changing Selling Methods

Will Bring Hardship to Some but Greater Opportunity to Others

Meat merchandising methods are changing rapidly.

What part will the meat salesman play in the scheme of things if conditions change as rapidly during the next few years as they have in the past?

It is up to the men, one salesman believes. No one can help them; they must work out their own salvation.

He does foresee troubles, however, for those who cannot hold the pace. On the other hand, he believes those who have the ability to survive will find more and better opportunities than have existed heretofore.

Editor THE NATIONAL PROVISIONER:

I have been very much interested in the letters from packer salesmen that have been published recently on the Sales Page of THE NATIONAL PROVISIONER, particularly those in which the competition of the chain stores and the growing difficulty of making a creditable showing have been commented on.

There is no doubt that the chain store and central buying has made it difficult for salesmen in some territories, and that meat selling in general is not as easy today as it was a few years ago. And I believe that there is only one solution—better selling.

Most of us appreciate that good merchandising starts in the plant, and that good merchandise properly prepared for sale is an important factor in enabling the salesman to do a good job.

He Must Know His Stuff.

However, while the salesman is interested in these things, he does not control them. He can complain and cuss conditions until he is out of breath. But if he doesn't face the facts, study conditions, be continually on the job and try at all times to improve his methods and get the most out of his territory, his job will whip him sooner or later.

Selling the product economically is the most expensive and perplexing task the meat plant faces today. Plant methods have improved wonderfully, better products are being turned out at lower cost, waste in production is gradually being eliminated, meat transportation methods have been improved



and better merchandising generally is being done.

Sales Methods Must Improve.

But how about selling? Have selling methods improved? Are selling costs lower? Has the average tonnage per salesman increased? Are the salesmen better trained? Has the salesman in his methods and accomplishments kept pace with the other departments of the meat industry?

I will have to leave the answers to others. I have some ideas on these subjects but perhaps this letter is not the place to express them. Each salesman can make the comparison as far as he, his territory and his accomplishments are concerned.

But there is one thought that sticks in my mind. All meat salesmen, I believe, might profitably keep it before them. This is that if results cannot be accomplished with the present method of selling meats, other means will be found to get the results.

It is up to the salesmen! This is a time of evolution in meat merchandising methods—a time of the survival of the fittest. And the keener competition and the more difficult going are showing up the weak links in the chain more clearly than ever before.

The men who cannot hit the ball are going to drop out of the picture and their places will be filled by those who can. The good salesman and the hard worker have nothing to fear. And those who survive are going to find opportunities for usefulness more numerous than ever before.

Yours very truly,

OPTIMIST.

COLLECT PROMPTLY.

Prompt collections insure a larger turnover, reduce interest charges, better opportunities for profits and increase the number of satisfied customers. A salesman is more welcome in the store of a man who has bought and paid for his goods than in that of the man who owes money beyond the allotted time.

The Sales Manager says:

Extracts from letters written by a wide-awake young packer sales manager to his men.

HOW RETAILER BENEFITS.

At one time the consumer of meat killed, dressed and cut up the animals. Later a butcher and small slaughterhouse took this task off his hands. The small slaughterer was, in time, superseded by the modern meat packing plant which distributes carcasses, sides, quarters and wholesale cuts through the retail shop.

This process of evolution has worked few hardships on anyone, and has benefited many. And it is not yet complete. The next step is in process. It will eliminate waste in processing and distribution that it has been impossible to do away with heretofore.

The butcher today buys a side or quarter of beef. This is a waste because he ties up more money than should be required. The butcher knows what his trade demands. He knows just about what he can sell. Wouldn't it be economical for him to buy each day just what he needed?

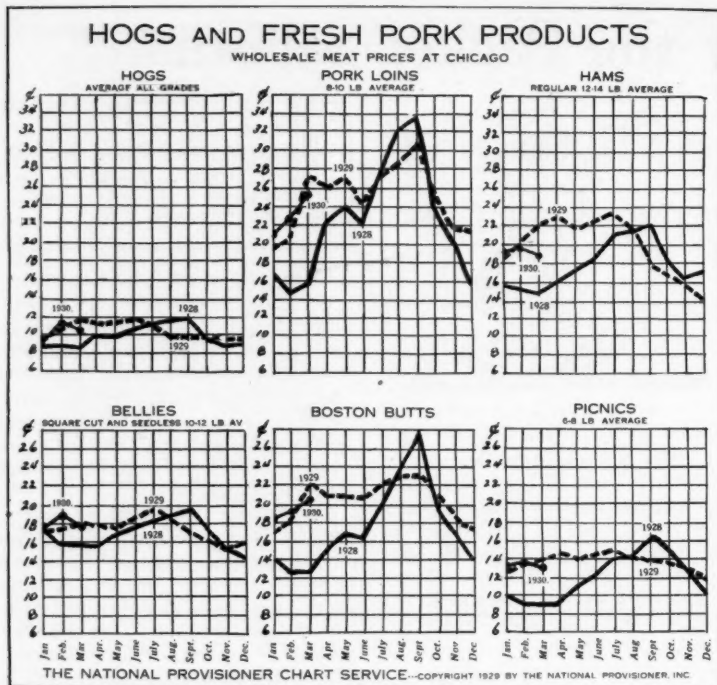
Let's carry the matter a little further and consider what happens when the retailer buys a hind, for example. He cuts off a few steaks, then business unexpectedly slows up. Perhaps it rains. The next day the dark edges are trimmed, and he finishes steaking and bones out the shank.

Considerable goes into hamburger that is strong and dark, some of which comes back. From 11 to 15 per cent of the weight of the hind—bones—is given away. And these bones cost him just as much as the rest of the hind. Taking everything into consideration he is fortunate if he makes a profit. In any event he has had some grief and worry.

Cuts in consumer packages are coming whether the retailer likes it or not. The sooner he adjusts himself to changing merchandising methods the better it will be for him. Salesmen can help retailers to understand better this new trend, if they will take the time to explain, when opportunity offers, how waste will be eliminated and how much easier it will be for the retailer to do business under the new methods.

READY RAPPED RALPH.

Do your salesmen read this page?

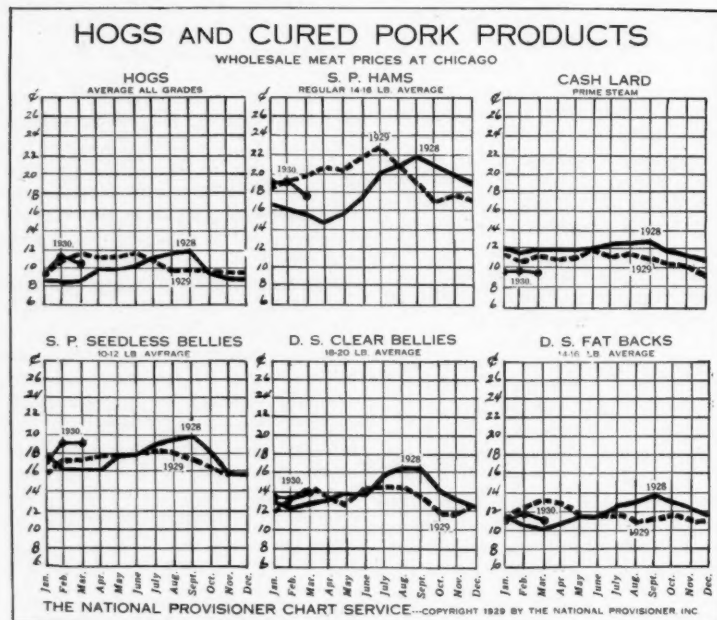


These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first three months of 1930 compared with the trends of the two years previous.

Fresh products have shown stronger tendencies during the first quarter of the year than have cured products. In general, the price of cured meats has been below prices of a year ago. Throughout January and February hog prices were high and

product went into cure at sharply higher prices than the current market for cured meats.

In March, even though hog runs had dropped to a low point, packers began to realize that for some of the higher cost products at least there appeared to be unsatisfactory prospects of realization. Competition for hogs decreased, with an accompanying decline in price.



Fresh Pork Products.

Pork Loins.—Loin prices showed a seasonal upward tendency during the past three months, which was further strengthened by the lighter hog runs. A good many western loins have been available on the Chicago market, but with the light runs of March, loin prices increased somewhat too rapidly as the end of the month saw a price reaction of 4 to 5 cents from the high point. The general market on loins is in good shape and little freezer accumulation has taken place, as the market has not been low enough to encourage any considerable buying for freezer purposes.

Hams.—The ham market has been weak. Even in the face of an advancing hog market the price of hams declined. This is attributable in part to the slow demand from the United Kingdom and in part to the low price of smoked meats in the domestic market. So far this year there appears to have been little relationship between the price of live hogs and provisions in the day-to-day trading.

Bellies.—There has been a fair amount of trading in green bellies, with price fluctuations rather narrow. Spasmodic buying resulted at times in higher markets but before any heavy buying would take place the market would ease off, enabling buyers to secure their requirements at the lower levels.

Boston Butts.—Both Boston and boneless butts have been active and strong, prices ruling above those of a year ago until March, when the average fell below that of March, 1929. At times boneless butts have sold at 4 to 5 cents over the price of light loins.

Picnics.—Picnic prices have been weak. The volume of business on the lighter averages has been only fair, the bulk of the product moving to the consuming trade through chain store channels. The outlet for the heavier averages continues good in the preparation of lean trimmings.

Cured Pork Products.

S. P. Hams.—Cured ham prices took a tumble during March from the relatively low level that had prevailed throughout January and February. Light and medium weights met with good demand at the lower price levels, but heavy averages for boiling purposes have been weak. Stocks are comparatively light. Demand is slow and heavy consignments to eastern points have a tendency to establish new low price levels. Production of heavy hams has been limited but the outlet has been insufficient to absorb the output.

Lard.—The story of lard is told rather graphically on the chart. Prices throughout 1929 were well below those of 1928 and the 1930 prices are still lower than the 1929. The current lard situation has prevailed during a period when hog runs have been very light and when the less expensive products have been in better demand than the more expensive. Many competitive shortenings have sold at prices well above lard prices but have moved out in relatively larger volume. Consignments of lard to the Continent continue heavy and prices abroad are weak. Lard stocks are well below those of a year ago.

S. P. Bellies.—There has been little

Provision and Lard Markets

WEEKLY REVIEW

Trade Fair—Market Irregular—Hogs Steady—Western Run Fairly Good—Export Trade Quiet—Domestic Demand Falling Off.

Operations in hog products the past week were on a fair scale, but the market was irregular and rather easily influenced either way. At times there was an almost complete lack of support in lard, and prices were offered down sharply, but numerous rallies occurred, all of which failed to hold. Commission house trade was on both sides, while packers were sellers on the bulges.

There was little that was new in the situation within the market itself, and as a result erratic fluctuations in grain had influence upon the professional element. The hog market as a whole was fairly steady, but the western run, on the other hand, was fairly good. Cash trade was reported quieter, and had a depressing influence, but on the slumps profit taking and absorption developed and served to check the declines.

The lard market was influenced at times by reports of a falling off in domestic cash trade, and also by reports of a quiet export trade. The comparatively moderate domestic and foreign stocks of lard, however, served to act as somewhat of a check on declines. The approaching Easter holidays were bearishly construed, particularly the Jewish holidays.

Lard Exports Up.

The official exports of lard for the week ended March 29 totaled 16,237,000 lbs., against 10,550,000 lbs. the same time last year, making exports January 1 to March 29 195,392,000 lbs., against 205,338,000 lbs. the same time last year. The exports of hams and shoulders, including Wiltshires, for the week were 871,000 lbs., against 488,000 lbs. last year; bacon including Cumberlands, 3,

606,000 lbs., against 2,495,000 lbs. a year ago; pickled pork, 278,000 lbs., against 226,000 lbs. last year.

The average hog price at the beginning of the week was 10.25c compared with 10.00c a week ago, 9.75c a year ago and 11.50c two years ago. The average weight of hogs received at Chicago last week was 235 lbs., against 234 lbs. the previous week, 241 lbs. a year ago and 235 lbs. two years ago.

The possibilities of another decrease in the lard stocks during April came in for some consideration, as notwithstanding reports of duller cash trade, distribution against old business continued on a fairly good scale. The strength in the financial market and indications of some improvement in business in general, particularly some reduction in unemployment, was regarded as an ultimately helpful feature to edible products.

Lard in Strong Position.

The fact that lard is receiving very little competition from compound came in for some comment, as did the fact that lard at the present levels is reasonably priced. There was no particular change in the spread between corn and hogs, which continued beneficial to the hog raiser, while weather conditions for preparation for the new corn crop were satisfactory the past week.

The developments in other commodities will continue to have some bearing on lard, but statistically lard is in a strong position. This served to make for some speculative support on breaks. The possibilities of some increase in the country hog population this year is seriously considered in some quarters, but this is not apt to seriously affect the market for some months to come.

The question of distribution is the important factor at the moment, as the country shows a tendency to let up in marketing hogs on price declines. There are some who look for moderate hog marketings during the early summer.

If this materializes it should be a stimulant to hog values and hog products as well.

PORK—The market at New York was held firmly. Demand was fairly good. Mess was quoted at \$31.50; family, \$36.50; fat backs, \$22.00@28.00.

LARD—Domestic demand was reported moderate and export trade quiet. Prices were barely steady. Prime western at New York was quoted at 10.85@10.95c; middle western, 10.75@10.85c; city, 10½c; refined Continent, 11½c; South America, 11½c; Brazil kegs, 12½c; compound, car lots, 10½@11c; smaller lots, 11@11½c. At Chicago, regular lard in round lots was quoted at 10c under May; loose lard, 80c under May; leaf lard, \$1.05 under May.

BEEF—Demand was fairly good in the East, with the market steady. Mess at New York was quoted at \$25.00; packet, \$25.00@26.00; family, \$27.50@28.50; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 49 for later markets.

PORK AND LARD PRICES.

Average wholesale prices of fresh and cured pork products, lard and compound at Chicago and New York for March, 1930, with comparisons, are figured by the Chicago office of the U. S. Bureau of Agricultural Economics:

FRESH PORK CUTS.

	— Chicago. —		— New York. —	
	Mar. 1930.	Mar. 1929.	Mar. 1930.	Mar. 1929.
Loins.				
8-10 lb. av....	\$25.22	\$25.98	\$25.02	\$25.65
10-12 lb. av....	24.31	24.84	24.01	24.58
12-15 lb. av....	22.75	23.38	21.58	23.25
16-22 lb. av....	19.16	20.76	19.41	21.34
Shoulders, N. Y. Style, Skinned, No. 1.				
8-12 lb. av....	17.04	17.35	17.88	18.50

CURED PORK CUTS, LARD AND LARD SUBSTITUTES.

Hams, Smoked, Regular, No. 1.			
8-10 lb. av....	26.25	26.50	27.88
10-12 lb. av....	25.25	25.50	27.00
12-14 lb. av....	25.25	25.00	25.92
14-16 lb. av....	25.25	25.00	25.35
Hams, Smoked, Regular, No. 2.			
8-10 lb. av....	23.75	25.00	24.72
10-12 lb. av....	23.75	24.25	23.72
12-14 lb. av....	23.75	23.50	23.21
14-16 lb. av....	23.75	23.50	22.79
Hams, Smoked, Skinned, No. 1.			
16-18 lb. av....	26.85	27.25	27.20
18-20 lb. av....	26.35	27.25	26.40
Hams, Smoked, Skinned, No. 2.			
16-18 lb. av....	24.85	25.00	23.75
18-20 lb. av....	23.98	24.12	23.25
Bacon, Smoked, No. 1 (Dry Cure).			
6-8 lb. av....	30.00	29.25	30.96
8-10 lb. av....	29.12	28.75	29.86
Bacon, Smoked, No. 1 (S. P. Cure).			
8-10 lb. av....	26.25	23.25	20.82
10-12 lb. av....	25.25	23.00	21.85
Picnics, Smoked, No. 1.			
4-8 lb. av....	17.44	17.56	18.00
Fat Backs, D. S. Cured, No. 1.			
12-14 lb. av....	13.62	14.12	12.50
Lard, refined, hardwood tubs	12.12	13.31	12.25
Lard, refined, 1 lb. cartons	13.31	.....	14.25
Lard, substitute, hardwood tubs	11.38	13.06	11.50

trading in carlots of pickle bellies, the prevailing prices being representative of inventory values. The bulk of this product continues to move out in the form of slab bacon through smoke-house channels.

D. S. Bellies.—Under normal conditions dry salt bellies would be experiencing a bull market. Supplies are modest, the put-down has been light, and it is not uncommon to find three or four packer buyers to one seller. It is rather unusual to see such a demand within the industry for this product outside of the consuming seasons. A good outlet in the South seems in prospect, with cotton on a fair basis considering surrounding markets.

D. S. Fat Backs.—The value of fat backs is low although the product is in a good storage position. There has been some activity within the industry but little to give price support. Lard is low so there is no advantage in tanking backs, and barreled pork, which furnishes another outlet for backs, is

moving at about \$2 per barrel under production costs.

Hogs.

Considered from the standpoint of hog receipts, prices have not been high; but considered in terms of the return on product, hog prices ruled much too high during the first quarter of 1930. Receipts at the 11 principal markets since January 1 were approximately 300,000 head lighter than in the same period of 1929, and it is only this decline in receipts that has supported prices. At Chicago the receipts were the lightest for March since 1914. The average price at \$10.20 was \$1.35 below that of the previous March and \$2.10 above the average for March, 1928.

With the early improvement looked for in general industrial conditions the demand for meats and meat products should strengthen. Storage stocks are comparatively light and unless hog runs prove too heavy and the hogs too fat, a gradual improvement in the situation would appear to be in the offing.

FEB. MEAT AND FAT EXPORTS.

Exports of meats and fats during February, 1930, and for two months ended February, are given by the U. S. Department of Commerce:

	FEBRUARY, 1930.	1930.	1929.
Total meats and meat products, lbs.	38,577,572	34,308,463	34,308,463
Value	\$6,893,118	6,040,662	6,040,662
Total animal oils and fats, lbs.	74,091,868	73,456,088	73,456,088
Value	\$8,578,892	9,202,490	9,202,490
Beef and veal, fresh, lbs.	278,810	208,020	208,020
Value	\$68,250	71,459	71,459
Beef, pickled, etc., lbs.	650,175	685,714	685,714
Value	\$77,963	83,421	83,421
Pork, fresh, lbs.	3,035,027	2,888,497	2,888,497
Value	\$553,620	520,640	520,640
Wiltshire sides, lbs.	740,393	705,832	705,832
Value	\$120,673	123,601	123,601
Cumberland sides, lbs.	383,113	340,022	340,022
Value	\$73,380	65,998	65,998
Hams and shoulders, lbs.	9,212,924	7,603,440	7,603,440
Value	\$1,830,624	1,516,047	1,516,047
Bacon, lbs.	12,183,535	11,286,136	11,286,136
Value	\$1,938,705	1,763,862	1,763,862
Pickled pork, lbs.	2,263,204	4,585,485	4,585,485
Value	\$531,773	629,428	629,428
Oleo oil, lbs.	4,068,088	4,068,088	4,068,088
Value	\$554,939	522,824	522,824
Lard, lbs.	65,953,250	65,923,502	65,923,502
Value	\$7,655,710	8,307,295	8,307,295
Neutral lard, lbs.	1,623,000	1,972,738	1,972,738
Value	\$198,583	200,225	200,225
Lard compounds, animal fats, lbs.	186,474	286,907	286,907
Value	\$22,691	36,791	36,791
Margarine of animal or vegetable fats, lbs.	50,714	53,858	53,858
Value	\$7,962	9,889	9,889
Cottonseed oil, lbs.	3,648,812	3,518,553	3,518,553
Value	\$285,325	288,836	288,836
Lard compounds, vegetable fats, lbs.	443,558	538,713	538,713
Value	\$58,026	72,306	72,306

TWO MONTHS ENDED FEBRUARY, 1930.

	1930.	1929.
Total meats and meat products, lbs.	77,736,353	72,594,814
Value	\$13,804,826	12,450,480
Total animal oils and fats, lbs.	155,062,176	171,845,823
Value	\$17,756,558	22,015,716
Beef and veal, fresh, lbs.	581,810	581,810
Value	\$125,166	137,579
Beef, pickled, etc., lbs.	1,390,244	1,429,813
Value	\$178,633	178,633
Pork, fresh, lbs.	5,539,283	2,546,652
Value	\$977,998	362,004
Wiltshire sides, lbs.	1,164,778	422,233
Value	\$182,102	48,695
Cumberland sides, lbs.	885,193	590,082
Value	\$162,028	94,468
Hams and shoulders, lbs.	18,664,123	18,840,446
Value	\$3,648,200	3,663,458
Bacon, lbs.	23,507,746	24,300,610
Value	\$3,974,927	3,611,305
Pickled pork, lbs.	5,254,843	8,176,654
Value	\$750,282	1,136,816
Oleo oil, lbs.	9,208,950	9,208,950
Value	\$1,057,857	1,057,857
Lard, lbs.	139,244,709	136,000,619
Value	\$15,949,018	20,147,355
Neutral lard, lbs.	3,519,476	4,067,370
Value	\$423,333	539,770
Lard compounds, animal fats, lbs.	510,372	608,143
Value	\$59,942	77,639
Margarine of animal or vegetable fats, lbs.	121,504	118,755
Value	\$19,414	21,088
Cottonseed oil, lbs.	8,181,042	6,034,476
Value	\$646,767	567,719
Lard compounds, vegetable fats, lbs.	963,471	982,735
Value	\$127,778	135,034

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at New York for the week ended Apr. 4, 1930, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.	66,328 lbs.	
Argentina—Pickled beef.	5,301 lbs.	
Brazil—Canned corned beef.	50,000 lbs.	
Canada—Calf carcasses.	423	
Canada—Bacon.	674 lbs.	
Canada—Sausage.	35 lbs.	
Canada—Meat products.	3,440 lbs.	
France—Meat products.	1,200 lbs.	
Germany—Hams.	500 lbs.	
Germany—Sausage.	500 lbs.	
Holland—Hams.	5,174 lbs.	
Holland—Sausage.	7,502 lbs.	
Hungary—Sausage.	106 lbs.	
Hungary—Bacon.	55 lbs.	
Italy—Sausage.	19,773 lbs.	
Italy—Ham.	552 lbs.	
New Zealand—Beef quarters.	873	
Switzerland—Bouillon cubes.	400 lbs.	

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Apr. 5, 1930:

	HAMS AND SHOULDERS, INCLUDING WILTSHIRES.	Week ended—	Jan. 1, '30 to Apr. 5, 1930.	Mar. 29, '30 to Apr. 5, 1930.
		Apr. 5, 1930.	Apr. 6, 1930.	Apr. 29, 1930.
Total	1,200	774	871	25,429
To Belgium	988	677	887	19,725
United Kingdom	988	677	887	19,725
Other Europe	12	8	26	1,129
Cuba	200	80	158	3,909
Other countries	122	34	42	1,906

	BACON, INCLUDING CUMBERLANDS.	Week ended—	Jan. 1, '30 to Apr. 5, 1930.	Mar. 29, '30 to Apr. 5, 1930.
		Apr. 5, 1930.	Apr. 6, 1930.	Apr. 29, 1930.
Total	4,004	3,822	3,806	45,081
To Germany	235	289	1,120	3,338
United Kingdom	3,006	2,827	1,453	27,795
Other Europe	621	586	934	9,128
Cuba	21	86	57	2,854
Other countries	122	34	42	1,906

LARD.

	PICKLED PORK.	Week ended—	Jan. 1, '30 to Apr. 5, 1930.	Mar. 29, '30 to Apr. 5, 1930.
		Apr. 5, 1930.	Apr. 6, 1930.	Apr. 29, 1930.
Total	167	282	278	6,486
To United Kingdom	40	32	11	668
Other Europe	7	10	45	551
Canada	88	175	184	1,987
Other countries	32	65	38	3,280

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	1,200	4,004	11,968	167
Boston	815	507	23	2
Detroit	146	35	78	67
Port Huron	0	0	1,081	1
Key West	21	24	1,887	31
New Orleans	23	3,468	7,673	33
New York	195	23	673	10
Philadelphia	0	0	0	0
Portland, Me.	0	0	0	0

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Exported to:				
United Kingdom (Total)	988	3,006	425	2,969
Liverpool	425	2,969	18	1
London	118	321	0	0
Manchester	18	0	0	0
Glasgow	202	0	0	0
Other United Kingdom	225	595	0	0

	Exported to:	Lard, M lbs.	Pickled pork, M lbs.
Germany (Total)	3,612	3,612	0
Hamburg	3,500	3,500	0
Other Germany	112	112	0

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ending April 5, 1930, amounted to 5,264 metric tons, compared with 4,820 metric tons for the same period of 1929.

JANUARY BY-PRODUCTS YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in January, 1930, are reported, with comparisons, by the U. S. Department of Agriculture as follows:

	Average wt. per animal.		Per cent of live weight.		Production			Per cent Janu- ary, 1930, is of average.	
	Jan. 1, 1929, to Dec. 31, 1929.	January, 1930.	Jan. 1, 1929, to Dec. 31, 1929.	January, 1930.	Jan. 1, 1929, to Dec. 31, 1929.	January 5, year average.	January, 1929.	January, 1930.	Pct.
	Lbs.	Lbs.	Pct.	Pct.	M lbs.	M lbs.	M lbs.	M lbs.	
Edible beef fat ¹	38.74	38.47	4.06	3.96	320,437	29,319	29,430	27,230	92.87
Edible beef offal	31.14	32.62	3.26	3.36	257,337	22,349	21,864	23,089	103.31
Cattle hides	62.78	64.86	6.58	6.67	522,552	51,634	47,032	46,232	89.54
Edible calf fat ²	1.42	1.36	0.80	0.78	502	502	475	507	101.00
Edible calf offal	7.19	7.03	4.04	4.04	31,405	2,548	2,429	2,621	102.86
Lard ³	58.51	35.53	15.75	15.50	1,763,143	184,454	213,780	177,251	96.09
Edible hog offal	7.34	7.40	3.17	3.23	354,387	31,690	41,382	36,917	116.49
Pork trimmings	14.48	13.98	6.24	6.10	667,872	60,133	60,944	69,743	115.98
Indigestible hog grease ⁴	2.73	2.56	1.18	1.12	152,498	14,138	14,975	12,804	90.56
Sheep edible fat ¹	2.00	2.06	2.43	2.33	28,000	2,675	2,696	2,521	94.24
Sheep edible offal	2.07	2.17	2.51	2.45	29,025	2,178	2,285	2,655	121.90

¹ Unrendered.

² Rendered.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on March 31, 1930, reported to the U. S. Department of Commerce were as follows:

	Mar. 31, 1930.
American and Canadian bacon, tons.	2,575
Hams, tons	350
Lard, refined, tierces	1,888
Lard, prime steam, tierces	686

IMPORTS OF SAUSAGE CASINGS.

Imports of sausage casings into the United States during February, 1930, according to advance reports from the statistical division of the U. S. Department of Commerce, were as follows:

	FEBRUARY, 1930.	Sheep, lamb and goat casings, Lbs.	Other casings, Lbs.
Russia	88,580	122,144	
Canada	46,147	173,364	
Argentina	70,343	467,828	
Chile	8,417	7,212	
Uruguay	23,741	73,733	
China	18,345	44,632	
Iraq	19,423		
Persia	17,117		
Turkey	14,963		
Australia	138,574	86,996	
New Zealand	91,679	7,597	
Germany	102,914	102,914	
Peru	11,430	11,430	
Other countries	11,639	43,528	
Total	548,908	1,313,398	

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Apr. 9, 1930.—The last sale of domestic ground dried blood was at \$3.65 per unit of ammonia, f.o.b. New York, and there are only a couple of cars for sale at this writing. Recently, sales of South American were made at \$3.50 per unit. Some of the sellers are asking a little higher price c.i.f. United States ports, for April and May shipment from South America.

The demand for tankage is light and stocks are rather heavy for this time of the year. Last sales of ground, having been around \$3.50 and 10c f.o.b. New York with unground, 10c per unit of ammonia under this price.

Sales of nitrate of soda have been on a very much reduced scale compared with a year ago at this same time, especially in the South.

Sulphate of ammonia has been moving very fast and prices are a little higher because the resale lots are now not nearly as plentiful.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—There was no particular volume of activity in the tallow market in the East the past week, but the tone, nevertheless, was slightly better. While in some quarters the situation in extra was reported without change, and the market at New York called 6½¢ f. o. b., a little more inquiry was said to have been in the market in other quarters, and bids of 6½¢ turned down.

The question of quality appeared to enter into the situation somewhat, but there was no particular selling pressure in evidence, as producers were holding for better prices.

The impression prevailed amongst the trade that the next round business would be somewhat better than 6½¢ f. o. b. Smaller consumers appeared to be showing the best interest, the larger factors refusing to pay up for supplies.

At New York, special was quoted at 6½¢; extra, 6½¢ f. o. b.; edible, 7¼¢ @ 7½¢.

At Chicago the tallow market was quiet but firm, with edible and fancy offered very sparingly. There was a good demand for prime packer, with bids of 6½¢ loose f. o. b. Chicago refused, sellers asking ¼¢ more.

At Chicago, edible was quoted at 7¼¢; fancy, 7½¢; prime packer, 7¢; No. 1, 6½¢; No. 2, 5½¢.

There was no tallow auction at London this week. At Liverpool, Australian tallow was unchanged to 1s higher for the week. Fine was quoted at 39s and good mixed at 35s 6d.

STEARINE—A better demand for stearine developed at New York this week, and the market showed a stronger tone. There were intimations that offerings below 9¢ had been cleaned up, while a bid of 9¢ at Baltimore was refused. At New York, oleo was quoted at 9¢. At Chicago, the market was quiet but steadier, with oleo quoted at 8½¢ @ 8½¢.

OLEO OIL—Demand was fair and the market strong as offerings continue limited with producers sold up. At New York, extra was quoted 12¼¢ @ 12½¢; medium, 10½¢ @ 11½¢; lower grades, 10½¢. At Chicago, the market was moderately active and very steady, with extra quoted at 11½¢.

See page 49 for later markets.

LARD OIL—A moderate consuming demand and a fairly steady market was reported at New York. Edible was quoted at 13¼¢; extra winter, 12¢; extra, 11½¢; extra No. 1, 11¢; No. 1, 10½¢; No. 2, 10¼¢.

NEATSFOOT OIL—Demand was hand-to-mouth, but the market was steady. Pure at New York was quoted at 13¢; extra, 11¼¢; No. 1, 11¢; cold test, 17½¢.

GREASES—The situation in the grease market at New York the past week was one of quietness, but a steadier tone was apparent. Producers' offerings were moderate and well held, while consuming demand was more or less routine. A moderate business was

said to have passed in yellow and house at 6½¢. The larger soapers were displaying very little interest, and as a result, more or less of an awaiting attitude featured the market. A steadier feeling in tallow created a little more optimism in grease circles and it was the consensus that with a broader demand, prices would probably work upwards slightly.

At New York, yellow and house were quoted at 6½¢ @ 6½¢, with business reported done at 6½¢ at New York City. A white was quoted at 6½¢ @ 6½¢; B white, 6¼¢ @ 6½¢; choice white, 7¼¢ @ 7½¢.

At Chicago, the market for greases was quiet but firm, with a fair demand for choice white, and medium and low grade stuff were gradually gaining strength. At Chicago, brown was quoted at 5¼¢ @ 5½¢; yellow, 5½¢ @ 5½¢; B white, 5½¢; A white, 6½¢ @ 6½¢; choice white, 6½¢ @ 6½¢.

By-Products Markets

Chicago, April 10, 1930.

Blood.

Blood is still in good demand and sales are in fair volume at prices a little higher than last week.

Unit Ammonia.

Ground and unground.....\$4.00 @ 4.25

Digester Feed Tankage Materials.

The market is a little firmer and buyers are showing more interest.

Unit Ammonia.

Unground, 11½ to 12½ ammonia.....\$4.00 @ 4.25 & 10

Unground, 6 to 8½ ammonia.....3.50 @ 3.75 & 10

Liquid stick.....3.50 @ 3.75

Steam bone meal, special feeding, per ton.....40.00 @ 42.50

Fertilizer Materials.

The market in fertilizer materials is easy with very little trading taking place.

Unit Ammonia.

High grd. ground, 10 @ 11½ am. \$ 3.25 & 10

Low grd., and ungr., 6-9 am. @ 3.00 & 10

Hoof meal.....2.75 @ 3.00

Bone tankage, low grd., per ton 15.00 @ 20.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing but little activity. Few sales are being made.

Raw bone meal for feeding.....\$ @ 55.00
Steam, ground, 3 & 50.....27.00 @ 30.00
Steam, unground, 3 & 50.....25.00 @ 27.00

Cracklings.

Demand continues good and offerings are not plentiful.

Per Ton.

Hard pressed and exp. unground, per unit protein.....\$.90 @ 1.00

Soft prod. pork, ac. grease & quality 55.00 @ 60.00

Soft prod. beef, ac. grease & quality 45.00 @ 50.00

Gelatine and Glue Stocks.

Trading continues slow in this market. Frozen scraps are being offered at 5c, with buyers' ideas somewhat lower.

Per Ton.

Kip and calf stock.....\$42.00 @ 47.00

Hide trimmings.....@ 33.00

Horn piths.....34.00 @ 38.00

Cattle jaws, skulls and knuckles.....35.00 @ 38.00

Sineva, pizles.....35.00 @ 35.00

Pig skin scraps and trim., per lb.....4¼ @ 4½¢

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$85.00 @ 100.00

Mfg. shin bones.....70.00 @ 125.00

Cattle hoofs.....35.00 @ 38.00

Junk bones.....27.00 @ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Animal Hair.

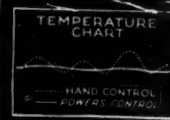
There is some interest but most buyers have covered their requirement and are not in the market, as is usual at this time of the year.

Coll and field dried.....1½ @ 2½¢
Processed, grey, summer, per lb.....3¼ @ 4¼¢
Processed, grey, winter, per lb.....5¼ @ 5½¢
Cattle switches, each*.....2½ @ 3½¢

* According to count.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, April 1 to April 9, 1930, totaled 7,736,680 lbs.; tallow, none; greases, 726,400 lbs.; stearine, none.



Heat CONTROL

Powers Thermostatic Regulators

are accurate and dependable. There is one for every process in the packing industry. Write us about any temperature problem troubling you and we will send bulletin describing the type of regulator that will give you the best results.

37 Years of Specialization in Temperature Control

2725 Greenview Ave., Chicago. Also 35 other cities.

POWERS REGULATOR CO.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

More Vegetable and Fish Oils Being Used In European Margarine

Margarine consumption in Europe is showing rapid increases.

This product is being made more and more from imported Oriental oils and from hydrogenated deodorized fish oils.

Along with the lowered cost of the product per pound its popularity is increasing not only as a cooking and baking fat, but also as a spread for bread. In the latter case it is displacing lard to an increasing extent.

The annual per capita consumption of margarine in Europe ranges from a high of 45.19 lbs. in Denmark to a low of 1.54 lbs. in France.

Margarine production in six European countries reached the high total of 2,266,095,000 lbs. in 1928.

Germany, Great Britain, Denmark, Norway, Sweden and Netherlands are the largest producers of this commodity, with France, Switzerland, Czechoslovakia and Belgium producing in somewhat smaller amounts.

These are some of the facts brought out in a recent survey of the situation published by the U. S. Department of Commerce.

Margarine in Europe.

This review, entitled "The Margarine Industry of Europe," is by E. L. Thomas, specialist in meats, fats and oils of the Bureau of Foreign and Domestic Commerce, in collaboration with field representatives of the bureau.

Great Britain and Germany are the largest producers of margarine in Europe, Germany having produced more than 992,000,000 lbs. in 1928 and Great Britain nearly 450,000,000. Denmark, the third largest manufacturer, produced 168,300,000 lbs. in 1928, and Sweden 111,540,000 lbs.

The two largest margarine manufacturers in Europe, the Jurgens and the Van den Bergh interests of Netherlands, merged in 1927, forming the Margarine Union. "That combine has since acquired control of numerous smaller and independent churners, with resultant economies in manufacturing and distribution costs arising from centralization of production and sales activities," the report says. This organization dominates the industry in Great

Britain since its merger with Lever Bros., which became fully effective January 1, 1930.

Many Oriental Oils Used.

Many vegetable oils are used in the manufacture of margarine. Hard vegetable oils, such as coconut, palm and palm kernel, and soft oils, including peanut, soybean, cottonseed, sesame, sunflower and the more inexpensive grades of linseed oil are used, together with comparatively small quantities of several of the less-known vegetable oils.

Animal fats employed include oleo stock, oleo oil and stearine, edible tallow and neutral lard. Hydrogenated fish and whale oils are also used, since refining and deodorizing processes remove all odor and characteristic taste. Sardine, pilchard, herring and cod oils are the most common fish oils.

In Great Britain more and more vegetable fats are being used in the manufacture of margarine, although this ascendancy is threatened by the introduction of hardened whale and fish oils.

Margarine is employed very largely as a butter substitute for table use, but is growing in importance as a frying fat and as a shortening in baking.

Margarine Displacing Lard.

On the Continent margarine is beginning to supplant lard to an increasing extent, the report points out, especially in those countries where it is the common household custom to use lard in place of butter as a spread for bread.

Germany, the largest consumer of margarine, makes most of what it consumes. Imports of margarine are practically excluded by the high prevailing tariff on the product.

Here the vegetable product has a distinct advantage as oilseeds are admitted to Germany free of duty, while animal fats, including neutral lard, oleo oil and premier jus are taxed. The hardened whale and fish oils, however, are becoming important ingredients, the imports of these oils into Germany during the past three years having increased 83 per cent.

Denmark the Largest Consumer.

The per capita consumption of margarine in Denmark is the highest of any country in the world. Butter produced in Denmark is of such a uniformly high quality that it commands a premium in the export market and practically all of the butter made enters into foreign trade.

Between 1921 and 1927 the quantity of animal fats used in the manufacture of Danish margarine increased from 7½ to 17 per cent, but this is accounted for almost entirely by the increasing consumption of hydrogenated whale and fish oils.

Of the vegetable oils entering into Danish margarine manufacture, coconut oil has always been the favorite, accounting for 60 per cent of all raw material requirements in 1921. Since that year there has been an increasing use of other vegetable oils. This includes cottonseed oil, the consumption of which has fluctuated due to price movements.

In the Netherlands the consumption

of margarine is almost as large as that of butter, but because of the large production the bulk is exported. About 70 per cent of this export goes to England and the balance to all parts of the world.

There is a well-established preference in the Netherlands for the vegetable-fat product. In 1923, 40 per cent of all raw materials required by the industry was animal fat. This dropped to 20 per cent in 1927.

The decline in the use of animal fats is the more marked when it is realized that hardened whale and pilchard oils, both classed as animal fats, have found an expanding outlet in the manufacture of margarine. The increasing employment of vegetable oil has brought about lower prices on margarine, which, in turn, has tended to popularize further its consumption.

Norway Has 40 Factories.

There are 40 margarine factories in Norway, and the Norwegians are second only to the Danes in the per capita consumption of margarine.

A great change occurred in the ingredient requirements of the Norwegian industry between 1916 and 1927. The greatest change was in animal fats, the use of which dropped from 31 per cent in 1916 to 10½ per cent in 1927. More whale and herring oils are used, and vegetable oils are gaining in favor. In 1927, vegetable oils are used, and vegetable oils are gaining in favor. In 1927, vegetable oils represented 56.6 per cent of all ingredients used.

Other subjects relating to the manufacture and marketing of this product in European countries, such as artificial coloring, vitamin content, sales methods, and legislative measures will be reported in later issues of The National Provisioner.

JAN. MARGARINE EXPORTS.

Exports of oleomargarine from the United States during January, 1930, were, according to the U. S. Bureau of Agricultural Economics, as follows: To Canada, 30 lbs.; Miquelin and St. Pierre, 200 lbs.; Newfoundland and Labrador, 10,000 lbs.; Panama, 26,400 lbs.; Mexico, 900 lbs.; Cuba, 3,150 lbs.; Dominican Republic, 550 lbs.; Dutch West Indies, 2,775 lbs.; other British West Indies, 14,005 lbs.; Colombia, 1,250 lbs.; Asia, 20 lbs.; miscellaneous, 11,510 lbs. Total, 70,790 lbs.; compared with 64,897 in January, 1929.

NEW CALIFORNIA OIL MILL.

Plans for a new cotton oil mill to be located at Calwa, Calif., have been announced by Stanley R. Pratt, president of the Producers Cotton Oil Co. Expenditure of more than \$100,000 in machinery and equipment is planned to be installed in the recently acquired plant of the Bear State Packing Co. Installation will be completed in time for the new cotton season in September, and it is expected that the company will conduct an annual business of more than \$1,000,000. It is capitalized for \$500,000, and its officers were formerly connected with the San Joaquin Valley Cotton Oil Co., the announcement states.

The Blanton Company

ST. LOUIS
Refiners of

VEGETABLE OILS

Manufacturers of
**SHORTENING
MARGARINE**

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Prices Steady—Crude Firm—Cash Trade Disappointing—Outside Markets Irregular—New Crop Progress Poor.

A rather moderate volume of trading featured cotton oil from day to day the past week, and the market displayed a steady undertone, although prices backed and filled over a moderate range. Commission house interest was divided, but there was a lack of any aggressive selling or any concentrated buying power. Interests with western connections, recently on the buying side, were sellers presumably realizing. Southern commission house brokers and refiners' interests were on both sides most of the time.

There was quite a little switching from May to the later months, but the spread showed a tendency to narrow. There were indications that a leading southern refining interest was taking in May hedges, but little or no indication as yet that the large middle western refiners were reducing their May short interest.

Irregular outside markets partly accounted for the action in oil, as with trade mainly of a professional character, prices moved quickly both ways under local operations. A weaker trend in cotton and an easier tone in lard led to scattered selling and liquidation in oil, but support was in evidence on small breaks. The ring had developed a more friendly attitude early in the week, but the action in lard and reports of a disappointing cash oil trade served to temper local bullishness and encourage ring shorts.

Crop News Checks Selling.

At times there was evidence of moderate hedge pressure on the late months, as some crude oil came out at the $7\frac{1}{2}$ c level, but pressure of crude from the South was not as great as some anticipated. At the same time, selling pressure was checked by rather unsatisfactory new cotton crop advices, with reports indicating that some of the early planted seed had been lost.

There was some further evening up

for the Government report, particularly as ideas were more mixed. The trade is now looking for a March consumption slightly under to slightly over the same time last year. There was more or less talk of prospects of a small April consumption, however, owing to the Jewish holidays coming this month.

Seed Arrivals a Factor.

In the Southeast and Valley, crude oil was $7\frac{1}{2}$ c bid and $7\frac{3}{4}$ c asked most of the time, although some oil did come out at the $7\frac{1}{2}$ c level. In Texas, the market was $7\frac{3}{4}$ c nominal. Reports were again current that packers were after bleachable oil rather than crude, and in fact some reports had it that packers have bought bleachable as far ahead as next July in some cases. This served to bring about the lifting of

hedges from the future market here, and was a helpful feature at one time.

Reports of a quieter domestic lard demand were attracting some attention around the oil ring, but the firmness in financial circles and better reports as to business generally led the more conservative factors to expect continued good distribution of oil the balance of the season. Should the March consumption come approximately the same as last year, the visible supply in all positions should make a comparative strong tone. A great deal will depend upon the seed arrivals at the mills last month, about which little has been heard.

The weekly weather report said Texas cotton planting made good advance during the week, but a warm rain is needed for germination. Progress of the crop in the South was poor to only fair because of cool nights. In Oklahoma seed beds are prepared, but planting is delayed because of drouth. In the Mississippi Valley the week was generally favorable, and seeding made good headway with planting rather general in Arkansas except in the extreme north. In Georgia and Alabama there was too much rain for field work, while in the Carolinas, conditions were better, with moisture beneficial to the soil. Some little planting was reported as far north as southern North Carolina.

Amongst the trade a little apprehension is noted regarding the drouth in the western belt, while clear weather in the eastern belt in the immediate future would be most beneficial. As the new crop will gradually become the outstanding factor, climatic conditions will bear closer watching.

COCOANUT OIL—While demand was rather moderate, offerings were lighter and rather well held. The tone appeared firmer, being helped somewhat by a steadier feeling in competing quarters and expectations of a resumption of consumer buying in the near future. At New York, nearby tanks were quoted at $6\frac{1}{4}$ c and future shipment tanks at $6\frac{1}{2}$ c. At the Pacific Coast, tanks were quoted at $6\frac{1}{2}$ c.

CORN OIL—Demand was reported fair, and the market very steady, with prices quoted at $7\frac{1}{4}$ to $7\frac{3}{4}$ c f. o. b. mills.

SOYA BEAN OIL—With little or no improvement in demand, the market

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Apr. 10, 1930.—Market for cotton oil has ruled somewhat easier the past few days, sympathizing with lower hogs and lard. Bleachable steady at $8\frac{1}{4}$ c lb. loose New Orleans, with good enquiry. Crude, $7\frac{3}{4}$ c in both Texas and the Valley, with offerings light. If consumption report due Saturday proves bullish there may be a small advance, although the trade realizes supplies are ample and may be augmented by more than average seed marketing after planting is finished.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Apr. 10, 1930.—Sales of crude oil were made in the Valley at $7\frac{1}{2}$ c; 41 per cent protein cotton seed meal, \$35.50, Memphis; loose cotton seed hulls, \$6.50. Weather clear and warm.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., April 10, 1930.—Prime cotton seed nominal; prime crude oil, $7\frac{1}{4}$ to $7\frac{3}{4}$ c; 43 per cent cake and meal, \$39.00; hulls, \$13.00; mill run linters, 2@3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

continued in a rut. Pacific tanks were quoted nominally at 9c.

PALM OIL—There was little or nothing doing in spot oil, as supplies in the East are scarce. What interest developed was in shipment oil with demand fair and the market rather firm, as offerings were steadily held. At New York, spot Nigre was 7c nominal; shipment Nigre, 6½c; spot Lagos, 7¼c nominal; shipment, 6.75@6.80c.

PALM KERNEL OIL—The trade reported little or no business passing in the New York market, but prices held steadily. New York tanks were quoted at 7.15c and bulk oil for shipment at 6.65c f. o. b.

OLIVE OIL FOOTS—Nearby supplies are light and shipment offerings steadily held. Demand was rather moderate. At New York, spot foots were 7@7½c nominal; shipment, 6½@7c.

RUBBERSEED OIL—Quoted 9½c nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was quiet, but the market was fairly steady with no selling pressure. Southeast and Valley crude, 7½@7¾c; Texas, 7¾c nominal. Store oil at New York was quoted at ¼c over May nominal.

COTTONSEED OIL—Market transactions at New York:

Friday, April 4, 1930.

Spot	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			880 a	910
April			880 a	910
May	3600	912 910	910 a	912
June			918 a	925
July	2600	936 934	935 a	935
Aug.			945 a	948
Sept.	2100	954 952	953 a	952
Oct.			950 a	952
Nov.	100	940 940	940 a	940

Total sales, including switches 8,400 bbls. P. Crude S. E. 7½@7¾c.

Saturday, April 5, 1930.

Spot	880 a	910
April	880 a	910
May	1800 909 902	904 a
June		912 a 917
July	1600 933 933	928 a 929
Aug.		938 a 941
Sept.	600 950 943	945 a 943
Oct.		941 a 943
Nov.		930 a 940

Total sales, including switches 4,000 bbls. P. Crude S. E. 7½@7¾c.

Monday, April 7, 1930.

Spot	880 a	910
April	885 a	905
May	1800 911 905	905 a
June		914 a 916
July	1400 935 929	929 a
Aug.		939 a 945
Sept.	900 951 949	945 a 947
Oct.	300 947 946	944 a 946
Nov.	100 940 940	935 a 940

Total sales, including switches 4,500 bbls. P. Crude S. E. 7½@7¾c.

Tuesday, April 8, 1930.

Spot	880 a	900
April	880 a	900
May	3300 904 899	900 a 902
June		908 a 915
July	2400 927 921	923 a
Aug.		933 a 936
Sept.	2300 945 940	940 a 942
Oct.		940 a 941
Nov.	700 931 930	925 a 930

Total sales, including switches, 8,700 bbls. P. Crude S. E. 7½@7¾c.

Wednesday, April 9, 1930.

Spot	880 a	900
April	880 a	900
May	4000 901 899	900 a 901
June		908 a 912
July	1400 923 921	922 a 923
Aug.	100 927 927	930 a 933
Sept.	3100 940 938	938 a 939
Oct.	600 939 937	937 a 939
Nov.		920 a 930

Total sales, including switches 9,200 bbls. P. Crude S. E. 7½@7¾c.

Thursday, April 10, 1930.

Spot	885 a	910
April	885 a	910
May	903 903	905 a 906
June		913 a 917
July	928 923	928 a
Aug.		935 a 940
Sept.	942 940	945 a 947
Oct.		944 a 946
Nov.		930 a 940

See page 49 for later markets.

HULL OIL MARKET.

Hull, England, Apr. 10, 1930.—(By Cable).—Refined cottonseed oil, 31s 9d; Egyptian crude cottonseed oil, 28s 9d.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Apr. 10, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	@11
3,500 lbs. and up.	@11¼
Less than 3,500 lbs.	@11½
Southeast:	
3,500 lbs.	@10½
Less than 3,500 lbs.	@11¼
Southwest:	
Carlots, 26,000 lbs.	@10½
10,000 lbs. and up.	@10½
Less than 10,000 lbs.	@11½
Pacific Coast:	@11¼
Salad Oil.	
North and Northeast:	
Carlots, 26,000 lbs.	@10½
5 lbs. and up.	@11¼
1 to 4 bbls.	@11½
South:	
Carlots, 26,000 lbs.	@10½
Less than carlots.	@11¼
Pacific Coast:	@10½

Cooking Oil—White.
¼c per lb. less than salad oil.
Cooking Oil—Yellow.
¼c per lb. less than salad oil.

NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., Apr. 7, 1930.—Market continued rather quiet, although the volume of orders has increased. Some May contracts held by speculators are being liquidated in anticipation of first notice day.

Futures contracts are so much cheaper than crude that buyers should note the storage charges, which are 6 cents per 100 lbs. for 1st month and 5 cents per 100 lbs., for each succeeding month. At the fixed differences for the two lower grades, only bleachable should be delivered.

Concessions were again made by buyers of crude, very few tanks were reported sold and it seems the packers were beaten to the volume sold by prominent soap manufacturers. Refiners are only trailing the market and do not appear anxious buyers.

GREEN MARGARINE?

Color margarine green, is the suggestion of a member of the New York legislature. State senator W. T. Thayer has introduced an amendment to the agriculture and markets law with a provision requiring that oleomargarine when sold in packages not exceeding 5 lbs. "shall have added thereto or combined therewith some wholesome substances for the purpose of giving it a distinct and vivid green color."

The Procter & Gamble Co.
refiners of all grades of

COTTONSEED OIL

PURITAN—Winter Pressed Salad Oil
BOREAS—Prime Winter Yellow
VENUS—Prime Summer White
STERLING—Prime Summer Yellow
WHITE CLOVER—Cooking Oil
MARIGOLD—Cooking Oil
JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines
(58°-60° titre)

COCOANUT OIL
MOONSTAR—Cocoanut Oil
P & G SPECIAL—(harden) Cocoanut Oil

General Offices, Cincinnati, Ohio
Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

South Texas Cotton Oil Co.
Houston, Texas

Manufacturer of
Hydrogenated Oils

Cotton Seed and Peanut, for
SHORTENING
MARGARINE
and Confectionery Trades

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products quiet and barely steady the latter part of the week due to an easy hog market, fair hog arrivals, a quiet cash trade, scattered selling and profit taking. Commission house support checked declines.

Cottonseed Oil.

Cotton oil was quiet and about steady, awaiting government report. Hedge pressure was light. Valley crude sold at 7½c. Cash trade is quiet and sentiment divided, locals being influenced by outside markets. Southeast Valley crude, 7½c bid; Texas, 7½c bid.

Quotations on cottonseed oil at New York Friday noon were: April, \$8.85 bid; May, \$9.10; June, \$9.15@9.20; July, \$9.31@9.34; Aug., \$9.39@9.45; Sept., \$9.48@9.50; Oct., \$9.47@9.50; Nov., \$9.30@9.45.

Tallow.

Tallow, extra, 6½@7c.

Stearine.

Stearine, oleo, 9c nom.

FRIDAY'S GENERAL MARKETS.

New York, Apr. 11, 1930. — Lard, prime western, \$10.85@10.95; middle western, \$10.75@10.85; city, 10½c; refined continent, 11c; South American, 11½c; Brazil kegs, 12½c; compound, \$10.34@11.00.

BRITISH PROVISION MARKETS.

(By Cable to The National Provisioner.)

Liverpool, April 11, 1930.—General provision market rules steady but firm. A. C. hams and picnics improving; square shoulders and pure lard fair.

Friday's prices were as follows: Hams, American cut, 98s; Liverpool shoulders, square, 84s; hams, long cut, 97s; picnics, 76s; short backs, 90s; bellies, clear, 78s; Canadian, 100s; Cumberland, 97s; Wiltshires, 92s; spot, lard, 54s.

EUROPEAN PROVISION CABLES.

The market at Hamburg was rather quiet during the week ended April 5, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 1,365 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 84,000, at a top Berlin price of 15.57 cents a pound, compared with 40,000, at 18.17 cents a pound, for the same week of last year.

The Rotterdam market shows little alteration. Demand poor. Animal fats prices slightly lower. Vegetable oils steady.

The market at Liverpool was rather quiet.

The total of pigs bought in Ireland for bacon curing was 19,000 for the week, as compared with 22,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending April 4, 1930, was 99,000, as compared with 74,000 for the corresponding week of last year.

CLOSING HOG FUTURES.

Daily closing quotations in the hog futures market conducted by the Chicago Livestock Exchange for the week ended April 11, 1930, were as follows:

SATURDAY, APRIL 5, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive.....				
April.....		\$10.15	\$10.10	
May.....	\$10.65		10.05	
June.....				
Sept.....	10.65			

MONDAY, APRIL 7, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive (7 days).....				
April.....	\$10.60			
May.....		\$10.15		
June.....	10.50		10.00	
Sept.....	10.75			

TUESDAY, APRIL 8, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive (7 days).....				
April.....	\$10.75			
May.....		\$10.50		
June.....		10.50	\$10.10	
Sept.....	10.75	10.55		

WEDNESDAY, APRIL 9, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive (7 days).....				
April.....				
May.....		\$ 9.95		
June.....				
Sept.....	\$10.50	10.35		

THURSDAY, APRIL 10, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive (4 days).....	\$10.60			
April.....				
May.....				
June.....	10.65			
Sept.....	10.50	\$10.50	\$10.40	

FRIDAY, APRIL 11, 1930.

	Light.*	Med.	Heavy.	Un-even.
To arrive (4 days).....	\$10.60			
April.....				
May.....				
June.....	10.65			
Sept.....	10.50	\$10.50	\$10.40	

*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Uneven weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot —16,500 lbs., with a variation not in excess of 1,500 lbs.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Apr. 5, 1930, with comparisons:

	Week ended Apr. 5.	Prev. week.	Cor. week. 1929.
West. drsd. meats:			
Steers, carcasses	7,373	6,384½	7,293
Cows, carcasses	865	1,096	665
Bulls, carcasses	294	163	74
Veals, carcasses	11,074	10,982	12,933
Lambs, carcasses	30,815	31,049	24,397
Mut., carcasses	2,182	1,478	1,719
Beef cuts, lbs.	185,955	287,658	369,249
Pork cuts, lbs.	1,998,066	1,526,417	1,864,395
Local slaughters:			
Cattle	8,834	7,963	8,474
Calves	15,261	13,952	17,347
Hogs	49,909	48,726	44,030
Sheep	65,371	58,278	44,200

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Apr. 5, 1930:

	Week ended Apr. 5.	Prev. week.	Cor. week. 1929.
Western dressed meats:			
Steers, carcasses	2,088	2,245	1,950
Cows, carcasses	691	562	1,033
Bulls, carcasses	237	276	487
Veals, carcasses	1,743	2,062	1,841
Lambs, carcasses	11,973	15,007	9,881
Mutton, carcasses	930	942	824
Pork, lbs.	447,007	440,468	465,554
Local slaughters:			
Cattle	1,490	1,552	1,368
Calves	2,454	2,090	1,880
Hogs	17,624	16,162	16,927
Sheep	6,823	5,253	4,300

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Apr. 4, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended, Apr. 4.	Prev. week.	Same week. 1929.
Toronto		\$11.50	\$11.50	\$ 9.85
Montreal		10.50	10.50	10.00
Winnipeg		11.00	11.50	9.50
Calgary		10.25	10.00	9.15
Edmonton		10.50	10.25	9.00
Prince Albert		9.50	9.25	.....
Moose Jaw		10.00	9.50	.....
Saskatoon		10.50	10.50	.....

VEAL CALVES.

	Week ended, Apr. 4.	Prev. week.	Same week. 1929.
Toronto	\$15.00	\$14.50	\$16.75
Montreal	10.00	11.50	12.00
Winnipeg	14.00	15.00	13.00
Calgary	14.00	14.00	13.00
Edmonton	12.00	13.00	15.00
Prince Albert	12.00	10.00	10.00
Moose Jaw	12.00	14.00	12.00
Saskatoon	13.00	12.00	11.50

SELECT BACON HOGS.

	Week ended, Apr. 4.	Prev. week.	Same week. 1929.
Toronto	\$14.50	\$14.25	\$13.00
Montreal	14.75	14.25	13.25
Winnipeg	12.50	12.75	12.35
Calgary	12.25	12.25	12.00
Edmonton	12.10	12.10	11.85
Prince Albert	12.05	12.55	12.35
Moose Jaw	12.05	12.55	12.25
Saskatoon	12.20	12.55	12.15

GOOD LAMBS.

	Week ended, Apr. 4.	Prev. week.	Same week. 1929.
Toronto	\$13.00	\$12.50	\$18.00
Montreal	10.00	14.00	11.00
Winnipeg	10.00	10.50	15.50
Calgary	9.00	10.00	12.50
Edmonton	9.50	.....	13.50
Prince Albert	.....	.....	.....
Moose Jaw	9.00	10.00	11.00
Saskatoon	9.50	.....	.....

*Each.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended April 5, 1930, were 4,008,000 lbs.; previous week, 3,551,000 lbs.; same week last year, 4,762,000 lbs.; from January 1, to April 5 this year, 56,069,000 lbs.; same period a year ago, 52,967,000 lbs.

Shipments of hides from Chicago for the week ended April 5, 1930, were 3,429,000 lbs.; previous week, 3,040,000 lbs.; same week last year, 6,182,000 lbs.; from January 1 to April 5 this year, 55,928,000 lbs.; same period a year ago, 61,555,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Apr. 5, 1930:

	Week ended Apr. 5.	New York.	Boston.	Phila.
Apr. 5, 1930.....	44,720	67,417	2,198	
Mar. 28, 1930.....	15,429	3,844	.....
Mar. 22, 1930.....	44,780	4,794	44,746	
Apr. 6, 1929.....	7,014	.....	29,246	
Mar. 30, 1929.....	46,065	5,800	.....
To date, 1930.....	520,449	189,284	176,253	
To date, 1929.....	334,087	101,755	177,006	

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Apr. 5, 1930, with comparisons:

	Week ended Apr. 5.	Prev. week.	Cor. week. 1929.
Western dressed meats:			
Steers, carcasses	2,243	1,965	2,000
Cows, carcasses	1,373	1,596	1,643
Bulls, carcasses	81	67	70
Veals, carcasses	2,191	1,654	1,865
Lambs, carcasses	21,885	20,779	11,057
Mutton, carcasses	462	553	492
Pork, lbs.	528,996	566,202	441,375

What is the method of procedure in making meatfoot oil? Ask the "Packer's Encyclopedia," the "blue book" of the meat packing industry.

A LIVE HOG "FUTURE" MARKET

The Chicago Live Stock Exchange has established a trading floor and a clearing house where live hogs can be bought and sold for future delivery, as far in advance as six months, as close up as the next day.



The market has been in operation six weeks. It has demonstrated fully that it does work to the entire satisfaction of sellers and buyers.

The standard grade has been established, a grade that will be rigidly maintained regardless of supply or demand.

Ample cash deposits are required, assuring delivery by sellers and acceptance by buyers. Contracts are guaranteed by the Exchange. When you buy or sell you look to the Exchange to make or obtain delivery.



Write today for this book. It contains full information

CHICAGO LIVE STOCK EXCHANGE

Union Stock Yards

Chicago, Ill.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., April 10, 1930.

CATTLE—Compared with a week ago: All heavies, except strictly choice kinds, 25@50c lower; all other steers and yearlings, unevenly steady to 25c lower, mostly steady, although market closed extremely slow and dull on general run medium to good steers all weights; fat cows, 25c lower; cutters and bulls, steady; vealers, 50@75c off. Last week's activity on weighty steers abated, shipper demand showing pronounced abridgment. Weighty offerings scarce, however, prime 1,535-lb. averages uncovered a new top for the season at \$15.25; a few head, \$15.40; numerous loads weighty steers, \$14.50@15.00, but all interests hammered market largely because of increasingly bearish condition in dressed trade. There was a liberal supply of light heifer and mixed yearlings selling mostly at \$11.25@13.00, largely on small killer account. Yearling heifers topped for their class at \$13.50, several loads \$13.00; most fed steers, \$11.25@13.50; light yearling steers, \$14.40, a few above \$14.00. Most fat cows, \$7.50@9.00; heavy koshers and weighty heifers, up to \$10.25 and \$11.50, respectively; most cutter cows, \$5.25@6.75; heavy sausage bulls, up to \$8.25, few \$8.40. Light vealers closed at \$9.00@10.00, only toppy kinds bringing \$11.50@12.50.

HOGS—The contraction of the price range in favor of weighty butchers continued, and in spite of decline of the last two days, hogs scaling over 230 lbs. are 25@35c higher, while lighter weights are 10@20c higher than last Thursday. Today's top, \$10.50; bulk good to choice 160 to 230 lbs., \$10.25@10.50; 240 to 300 lbs., \$10.00@10.25; bigweight butchers, down to \$9.75 and

the loss. Vealers are 50c@\$1.00 off, to 150 lbs., \$9.75@10.25; pigs, \$9.00@10.00; packing sows, \$9.00@9.50, few light weights up to \$9.75.

SHEEP—Light receipts the sole bullish factor in fat lamb trade; dressed trade continued to lag. Compared with one week ago: Fat lambs, 50@75c higher; fat ewes, unchanged. Bulk woolled lambs late \$9.75@10.00; general scattering, \$10.10@10.25; top, \$10.35; shorn lambs, mostly \$9.00@9.50; early top, \$9.60; heavies, \$8.50; choice 111-lb. yearlings, \$8.75; fat ewes, mostly \$5.85@6.50; shorn, \$5.75@6.00

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Apr. 10, 1930.

CATTLE—Demand was fairly broad for choice grades of fed steers and long yearlings, and the limited supply held at fully steady prices with some strength on the weightier kinds. Other fed steers and yearlings met a slow trade and are generally 25c lower for the week. Light weight yearlings and fed heifers were very dull and closed at unevenly 25@75c lower rates. The week's top rested at \$14.25 on choice 1,363-lb. steers and 738-lb. mixed yearlings. Bulk of the more desirable fed offerings cleared from \$10.75@13.00. She stock and bulls are steady to 25c lower, with inbetween grades showing the loss. Vealers are 50c@\$1.00 off, with the late top at \$12.00.

HOGS—Considerable activity developed in the hog market during the early part of the week, with both shippers and packers good buyers, but on later days some weakness was in evidence and a part of the advance was erased. Final prices on weighty butchers and light lights are about steady with last Thursday, while offerings

scaling from 170 to 240 lbs. are 10@15c higher. The late top stopped at \$10.00 on sorted 170- to 200-lb. weights. Packing grades held about steady at \$8.25@8.85.

SHEEP—Considerable improvement in the sheep and lamb trade was noticed during the week, and in spite of the liberal supplies prices are 25@40c higher on all killing classes. Choice Arizona springers reached \$13.25, with others at \$12.50@13.00. Best woolled lambs sold at \$9.50, with the bulk clearing from \$9.00@9.50. Shorn descriptions scored \$8.75, while most of the arrivals went from \$7.75@8.50. Arizona shorn ewes were fairly numerous at \$5.85@6.00, with the best at \$6.25.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Apr. 10, 1930.

CATTLE—Demand early centered on weighty steers and medium weights, and prices advanced around 25c, but this upturn was mostly lost later owing to less breadth to shipping outlet. Light steers and yearlings closed barely steady to 25c lower. Heifers closed steady to weak, and cows steady to strong. Bulls and vealers steady. Top price on fed steers, \$14.75, was paid for 1,323-lb. weights. Several loads of weighty steers and medium weights earned \$14.50, including 1,621-lb. averages. Practical top on vealers held at \$13.50.

HOGS—While receipts continued on a fairly liberal basis, the market has shown improvement, and compared with last Thursday, most classes of hogs show a 10@15c advance. On the current day's trade, top held at \$10.00 on 170- to 190-lb. lights, with the following bulks: 160-230 lbs., \$9.75@9.90; 230-260 lbs., \$9.50@9.85; 260-320 lbs., \$9.25@9.60; packing sows, \$9.00@9.10.

SHEEP—While receipts measured up favorably with last week's runs, the trade in general carried a strong undertone and an upward reaction to

FELIX GEHRMANN

Long Distance Phone
YARDS 0037

Private Wires to Clearing
House Floor and
Hog Alley

Commission Buyer of Live Stock

Room 606—Exchange Bldg., Union Stock Yards
Chicago, Illinois

Information furnished
regarding trading in
contracts for future
delivery, upon request

J. W. MURPHY CO.

Order Buyers

HOGS ONLY

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards

Omaha, Nebr.

CHAS. B. REYNOLDS

Order Buyer

Cattle Exclusively

STOCK YARDS, SOUTH OMAHA, NEBR.

14 years packing house buyer

for all grades of beef cattle

Correspondence solicited

E. K. Corrigan

Exclusive Hog Order Buyer
Operating on Three Markets

So. Omaha Kansas City So. St. Joseph
E. K. Corrigan Karl N. Soeder R. G. Symon

The Commission is the Same—Why not Get the Best?
Three A-1 Hog Buyers to Serve You

Write—'Phone—Wire

Murphy Bros. & Company

Exclusively Hog Order Buyers

Telephone Yards 8184

Union Stock Yards, CHICAGO



KENNETT-MURRAY ORGANIZATION

SERVICE STATION WASHINGTON D.C.

prices resulted. A Thursday to Thursday comparison shows killing classes 25@50c higher. Top at close on fed woolled lambs, \$9.50; bulk, \$8.75@9.25; native springers, \$13.00; woolled ewes, \$6.00@6.50; clipped ewes, \$5.75@6.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., April 10.

CATTLE—Compared with one week ago: Medium and heavy weight steers and better grade light steers sold mostly steady, spots 25c lower; lower grade light steers and yearlings, largely 25c lower, spots off 50c; mixed yearlings, heifers and cows, 25@50c lower; cutters and low cutters, steady; medium bulls, largely 25c higher, spots 50c up; good and choice vealers, \$1.75 lower. Most steers brought \$9.50@12.60; bulk of fat mixed yearlings and heifers, \$11.00@12.00, with \$12.75 the top for 975-lb. yearlings and 640-lb. heifers. Top matured steers scored \$12.60; medium heifers bulked at \$10.00@10.75; cows, largely \$7.50@8.75; top, \$9.75;

most low cutters, \$4.50@5.50; top medium bulls, \$8.00; best vealers, \$12.75.

HOGS—Declining dressed pork prices were more than balanced by lighter receipts and broad shipping inquiry and hog prices gained 15@30c during the week, sows and weighty butchers advancing most top on Thursday was \$10.40, with bulk 160 to 260 lbs., \$10.15@10.35; most sows, \$8.90@9.10.

SHEEP—Diminishing receipts assisted sellers in boosting fat lamb values around 50c during the week, while sheep sold steady. Woolled lambs bulked at \$9.25@10.00 to packers, and clipped lambs sold mostly at \$8.50@9.25. Fat ewes sold at \$6.25 down.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Apr. 10, 1930.

CATTLE—The week's trade ruled steady on better grades of weighty steers, but lower on others. Light weight steers and yearlings, including heifers, sold mostly 25@50c lower, and plainer grades of medium and heavy

steers weak to 25c lower; other classes unchanged. Heavy steers now command premium prices, choice 1,405 pounders selling at \$13.75 as week's top; several other consignments, \$13.25 and \$13.50. Bulk of steers and yearlings to killers brought \$11.00@12.50; a considerable sprinkling of common and medium light weight cattle from \$10.75 downward as low as \$8.40. Choice 652-lb. heifers brought \$12.75 as top for this class. Most beef cows brought \$7.00@8.75; cutters and low cutters, \$4.75@6.50; top vealers, \$14.00.

HOGS—The hog market enjoyed the combined support of packers and shippers for the first time in several weeks, and prices strengthened in a slight way, especially on heavy butchers and packing sows. Prices today were as follows: Top, \$10.00; bulk 250 lbs. down, \$9.65@9.85; 250-310 lbs. \$9.25@9.65; sows, \$8.75@9.00.

SHEEP—With better distribution of supplies, the lamb market turned upward, and top fed lambs brought \$9.50, easing off slightly late, however, to a (Continued on page 57.)

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Apr. 5, 1930, with comparisons:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Apr. 5.....	188,000	546,000	411,000
Previous week.....	191,000	586,000	423,000
1929.....	175,000	569,000	336,000
1928.....	172,000	623,000	291,000
1927.....	207,000	570,000	267,000
1926.....	189,000	467,000	259,000
At 11 markets:		Hogs.	
Week ended Apr. 5.....		472,000	
Previous week.....		518,000	
1929.....		473,000	
1928.....		529,000	
1927.....		462,000	
1926.....		401,000	
At 7 markets:			
Week ended Apr. 5.....	144,000	417,000	327,000
Previous week.....	144,000	459,000	315,000
1929.....	128,000	404,000	235,000
1928.....	122,000	442,000	204,000
1927.....	154,000	422,000	187,000
1926.....	144,000	338,000	196,000

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Apr. 4, 1930:

	Week ended Apr. 4.	Prev. week.	Cor. 1929.
Chicago.....	123,321	107,543	122,251
Kansas City, Kan....	40,636	31,300	50,178
Omaha.....	38,908	33,492	48,117
*St. Louis.....	47,951	39,318	43,881
Sioux City.....	23,096	25,067	40,114
St. Paul.....	36,092	29,332	40,928
St. Joseph, Mo.....	9,571	35,251	18,616
Indianapolis.....	22,814	19,080	16,620
New York and J. C....	33,791	34,355	31,874

*Includes East St. Louis, Ill.

BANGS & TERRY

Buyers of Livestock
Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.

Reference: Stock Yards National Bank. Any Bank in Twin Cities

Write or wire us

Order Buyers of Live Stock McMurray—Johnston—Walker, Inc.

Indianapolis
Indiana

Ft. Wayne
Indiana

Strictly Hog Order Buyers on Commission Only GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465
Union Stock Yards, Chicago

Do you buy your Livestock
through Recognized Purchasing Agents?

RECEIPTS AT CENTERS

SATURDAY, APRIL 5, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	100	7,000	3,000
Kansas City	750	2,000	
Omaha	150	3,500	750
St. Louis	300	5,500	500
St. Joseph	250	1,000	1,500
St. Paul	300	3,500	200
St. Paul	100	600	
Oklahoma City	100	200	100
Fort Worth	100	200	100
Milwaukee		100	
Denver	320	140	3,900
Louisville	200	300	
Wichita	400	1,500	500
Indianapolis	100	1,500	100
Pittsburgh		500	500
Cincinnati	300	400	
Buffalo		400	
Cleveland		800	
Nashville		200	
Toronto	200	300	200

MONDAY, APRIL 7, 1930.

Chicago	13,000	35,000	11,000
Kansas City	17,000	9,500	20,000
Omaha	8,500	14,000	18,000
St. Louis	1,800	14,500	1,000
St. Joseph	2,400	5,000	10,000
St. Paul	3,500	6,500	6,000
St. Paul	3,800	9,500	1,000
Oklahoma City	900	1,500	100
Fort Worth	3,400	2,000	100
Milwaukee	500	1,800	100
Denver	3,200	2,300	7,200
Louisville	200	600	
Wichita	2,400	2,900	600
Indianapolis	400	2,000	100
Pittsburgh	700	4,000	6,200
Cincinnati	1,500	2,400	200
Buffalo	1,000	6,000	6,000
Cleveland	800	2,600	2,600
Nashville	100	500	100
Toronto	1,400	1,000	700

TUESDAY, APRIL 8, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	18,000	10,000
Kansas City	7,500	9,000	14,000
Omaha	7,000	18,000	15,000
St. Louis	3,200	15,000	2,500
St. Joseph	1,400	4,500	6,000
St. Paul	3,000	10,000	2,000
St. Paul	1,900	3,500	500
Oklahoma City	800	1,500	800
Fort Worth	1,200	500	300
Milwaukee	800	2,500	3,000
Denver	1,100	1,300	100
Louisville	300	500	
Wichita	1,500	5,000	800
Indianapolis	600	1,800	200
Pittsburgh		500	100
Cincinnati	300	2,200	300
Buffalo		900	400
Cleveland	200	1,800	500
Nashville	200	300	100
Toronto	1,000	400	500

WEDNESDAY, APRIL 9, 1930.

Chicago	7,000	15,000	9,000
Kansas City	5,500	11,000	14,000
Omaha	6,500	17,000	15,000
St. Louis	2,500	13,000	3,000
St. Joseph	2,000	5,500	6,500
St. Paul	3,000	10,500	2,000
St. Paul	2,500	10,000	500
Oklahoma City	1,000	1,800	200
Fort Worth	1,100	1,400	300
Milwaukee	500	1,000	100
Denver	900	1,100	13,500
Louisville	100	300	
Wichita	800	3,300	600
Indianapolis	1,200	5,000	300
Pittsburgh		1,500	500
Cincinnati	300	2,400	400
Buffalo	100	1,800	1,000
Cleveland	100	1,900	1,000
Nashville	200	400	100
Toronto	400	1,300	400

THURSDAY, APRIL 10, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	22,000	11,000
Kansas City	2,000	8,000	9,000
Omaha	2,800	12,000	18,000
St. Louis	2,000	13,500	2,500
St. Joseph	1,400	4,700	7,000
St. Paul	2,000	8,000	3,800
St. Paul	1,800	6,800	700
Oklahoma City	900	1,800	100
Fort Worth	1,600	1,800	1,800
Milwaukee	700	1,500	13,000
Denver	900	1,900	
Louisville	100	500	
Wichita	900	2,900	1,200
Indianapolis	600	4,000	100
Pittsburgh		700	500
Cincinnati	300	1,600	100
Buffalo	300	1,000	200
Cleveland	400	2,300	1,700
Nashville		300	100
Toronto	300	600	400

FRIDAY, APRIL 11, 1930.

Chicago	1,500	15,000	14,000
Kansas City	300	3,500	3,500
Omaha	700	8,000	7,000
St. Louis	800	11,500	500
St. Joseph	400	3,000	9,000
St. Paul	1,000	7,000	3,000
St. Paul	1,700	10,000	700
Oklahoma City	700	1,500	100
Fort Worth	700	1,200	2,000
Milwaukee	200	500	100
Denver	400	400	10,800
Wichita	600	1,600	900
Indianapolis	300	4,000	100
Pittsburgh		900	300
Cincinnati	300	1,800	100
Buffalo	400	1,000	1,800
Cleveland	300	1,300	500

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 15 centers for the week ended April 5, 1930, with comparisons:

CATTLE.

	Week ended Apr. 5.	Prev. week.	Cor. week.
Chicago	19,059	17,445	19,220
Kansas City	18,001	15,509	17,406
Omaha	17,490	18,405	16,742
St. Louis	9,012	8,820	9,571
St. Joseph	8,205	8,914	7,712
St. Paul	8,205	7,505	7,622
Wichita	1,816	1,084	1,070
Fort Worth	4,706	5,361	
Philadelphia	1,552	1,398	
Indianapolis	1,685	1,104	1,275
New York & Jersey City	8,834	7,903	8,474
Oklahoma City	4,032	4,102	3,035
Cincinnati	3,629	2,866	2,523
Denver	2,384	2,773	3,488
Total	106,982	102,162	97,106

HOGS.

Chicago	123,321	107,543	122,251
Kansas City	19,516	12,484	28,970
Omaha	37,611	36,750	45,055
St. Louis	24,175	15,415	24,384
St. Joseph	9,358	7,285	14,337
St. Paul	22,533	25,580	29,602
Wichita	5,363	6,888	8,615
Fort Worth	7,711	6,825	
Philadelphia	17,024	16,162	16,827
Indianapolis	18,780	18,054	14,887
New York & Jersey City	49,909	48,726	44,930
Oklahoma City	8,308	7,444	13,090
Cincinnati	17,329	20,606	16,690
Denver	5,901	8,265	
Total	369,888	333,632	389,197

SHEEP.

Chicago	62,270	55,172	40,700
Kansas City	50,644	40,258	30,537
Omaha	49,601	56,356	38,552
St. Louis	7,169	4,343	1,924
St. Joseph	30,922	33,528	28,555
St. Paul	16,108	16,937	12,492
Wichita	3,786	4,228	2,834
Fort Worth	6,750	5,296	
Philadelphia	5,823	5,233	4,369
Indianapolis	1,187	830	891
New York & Jersey City	65,571	58,278	44,200
Oklahoma City	565	858	221
Cincinnati	1,577	904	926
Denver	6,411	5,358	3,675
Total	308,382	287,682	218,276

BUFFALO LIVESTOCK IN MARCH.

The receipts and disposition of livestock at Buffalo, N. Y., during March, 1930, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	13,416	25,447	57,361	2,451
Shipments	4,001	20,540	34,871	2,451
Local slaughter	7,779	4,906	22,488	

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Apr. 10, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or city hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	\$ 9.75@10.30	\$ 9.65@10.25	\$ 9.00@ 9.65	\$ 9.00@ 9.75	\$ 9.00@ 9.75
Med. wt. (200-250 lbs.) med.-ch.	9.90@10.50	9.90@10.40	9.40@10.00	9.50@10.00	9.25@10.00
Lt. wt. (160-200 lbs.) com.-ch.	9.90@10.50	9.90@10.40	9.40@10.00	9.50@10.00	9.25@10.00
Lt. lt. (130-160 lbs.) com.-ch.	9.40@10.45	9.90@10.40	9.00@ 9.85	8.85@ 9.85	9.25@10.00
Packing sows, smooth and rough.	8.90@ 9.75	8.70@ 9.15	8.75@ 9.10	8.00@ 9.00	8.50@ 9.00
Str. pigs (150 lbs. down) med.-ch.	9.00@10.00	8.50@10.00		8.40@ 9.50	9.75@10.00
Av. cost & wt. Tue. (pigs excl.).	10.23-240 lbs.	10.21-220 lbs.	9.60-259 lbs.	9.74-227 lbs.	9.67-231 lbs.
SLAUGHTER CATTLE AND CALVES:					
STEERS (1,500 LBS. UP):					
Good-ch.	13.00@15.25				
STEERS (1,300-1,500 LBS.):					
Choice	14.25@15.25	13.75@14.75	13.75@14.75	13.25@14.50	13.50@14.50
Good	13.00@14.25	12.50@13.75	12.50@13.75	11.75@13.50	12.50@13.50
STEERS (1,100-1,300 LBS.):					
Choice	14.00@15.25	13.50@14.75	13.50@14.75	13.25@14.50	13.50@14.50
Good	12.50@14.25	12.25@13.75	12.25@13.75	11.50@13.25	12.25@13.50
STEERS (900-1,000 LBS.):					
Choice	14.00@14.75	13.50@14.50	13.50@14.50	13.25@14.50	13.50@14.25
Good	12.00@14.25	12.00@13.75	11.75@13.75	11.25@13.25	12.00@13.50
STEERS (800 LBS. UP):					
Medium	10.25@12.25	10.25@12.50	10.00@12.50	10.00@11.50	10.25@12.25
Common	8.75@10.50	8.50@10.25	8.25@10.00	8.50@10.00	8.00@10.25
STEERS (FED CALVES AND YEARLINGS) (750-950 LBS.):					
Choice	14.00@14.75	13.25@14.50	13.25@14.25	13.00@14.25	13.25@14.25
Good	12.00@14.25	11.75@13.50	11.75@13.25	11.25@13.25	11.85@13.25
HEIFERS (850 LBS. DOWN):					
Choice	12.50@13.50	12.25@13.50	12.00@13.00	11.50@13.25	12.00@13.00
Good	11.00@12.50	10.75@12.25	10.50@12.00	10.00@12.00	10.75@12.00
Common-med.	8.00@11.00	7.50@11.00	7.25@10.50	7.25@10.50	7.50@10.75
HEIFERS (850 LBS. UP):					
Choice	10.50@13.00	10.25@12.50	10.00@12.50	10.00@12.25	10.00@12.75
Good	9.75@12.50	9.00@12.00	8.75@12.00	8.75@11.50	9.00@12.00
Medium	8.50@11.00	8.00@10.50	7.75@10.50	7.75@10.00	8.00@11.00
COWS:					
Choice	9.00@10.00	9.50@10.00	9.00@10.00	8.75@10.00	9.00@10.00
Good	8.00@ 9.00	8.25@ 9.50	8.00@ 9.00	7.75@ 8.75	7.85@ 9.00
Common-med.	6.75@8.00	6.75@8.25	6.25@8.00	6.00@ 7.75	6.35@ 7.75
Low cutter and cutter	5.00@ 6.75	4.25@ 6.75	4.75@ 6.25	4.25@ 6.00	4.50@ 6.35
BULLS (YEARLINGS EXC.):					
Beef, good-ch.	8.00@ 9.25	7.75@ 9.00	7.50@ 8.50	7.25@ 8.75	7.75@ 8.50
Cutter-med.	7.00@ 8.35	6.00@ 7.75	6.25@ 7.50	6.00@ 7.25	6.50@ 8.00
CALVES (500 LBS. DOWN):					
Medium-ch.	7.50@10.50	7.50@11.00	8.50@11.00	7.50@11.00	7.00@10.00
Cull-common	6.50@ 7.50	5.00@ 7.50	5.00@ 8.50	5.00@ 7.50	5.50@ 7.00
VEALERS (MILK-FED):					
Good-ch.	9.00@12.75	11.25@12.75	10.00@14.00	9.00@12.50	8.50@12.50
Medium	8.00@ 9.00	8.75@11.25	8.00@10.00	7.50@ 9.00	7.00@ 8.50
Cull-common	6.00@ 8.00	5.00@ 8.75	5.00@ 8.50	4.50@ 7.50	5.00@ 7.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (54 lbs. down)	9.50@10.35	9.50@10.25	9.00@ 9.50	8.50@ 9.50	8.75@ 9.50
Lambs (62 lbs. down)	8.75@ 9.50	8.50@ 9.50	8.25@ 9.00	7.50@ 8.50	8.25@ 8.75
Lambs (all weights)	8.00@ 8.75	7.25@ 8.50	7.25@ 8.25	6.75@ 7.50	7.00@ 8.25
Yearling wethers (110 lbs. down) medium-choice	7.25@ 9.00	6.75@ 8.25	6.75@ 8.00	6.50@ 7.75	6.50@ 8.00
Ewes (120 lbs. down) med.-ch.	5.50@ 6.50	5.00@ 6.25	5.00@ 6.50	5.00@ 6.75	5.00@ 6.50
Ewes (120-150 lbs.) med.-ch.	5.25@ 6.50	4.75@ 6.00	4.75@ 6.25	5.00@ 6.85	4.75@ 6.00
Lambs (all weights) all-com.	2.75@ 5.50	2.00@ 5.00	2.00@ 5.25	2.50@ 5.25	2.00@ 5.00

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, April 5, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,175	1,975	20,620
Swift & Co.	4,557	1,549	20,420
Morris & Co.	1,934	1,163	6,176
Wilson & Co.	4,352	2,142	9,039
Anglo-Amer. Prov. Co.	652	978	.....
G. H. Hammond Co.	1,744	1,253	.....
Libby, McNeill & Libby	645	.....	.....
Brennan Packing Co., 5,570 hogs; Independent Packing Co., 967 hogs; Boyd, Lunham & Co., 984 hogs; Hygrade Food Products, Inc., 4,226 hogs; Agar Pkg. Co., 4,465 hogs; others, 34,835 hogs.			
Total:	Cattle, 19,050; hogs, 11,713; sheep, 60,507; sheep, 62,270.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,353	992	8,903	9,116
Cudahy Pkg. Co.	2,194	905	2,622	8,673
Powder Pkg. Co.	496	.....	.....	.....
Morris & Co.	2,306	677	2,354	6,024
Swift & Co.	3,439	633	6,344	15,628
Wilson & Co.	3,378	473	2,042	10,924
Others	678	62	1,471	38
Total	14,846	3,643	10,342	50,403

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	5,080	13,903	11,504
Cudahy Pkg. Co.	3,681	8,904	15,381
Dold Pkg. Co.	790	6,193	.....
Morris & Co.	2,069	4	7,920
Swift & Co.	5,110	7,886	17,099
Eagle Pkg. Co.	47	.....	.....
Hoffman Bros.	40	.....	.....
Mayerowich & Vall.	15	.....	.....
Omaha Pkg. Co.	59	.....	.....
J. Roth & Sons.	40	.....	.....
So. Omaha Pkg. Co.	47	.....	.....
Lincoln Pkg. Co.	289	.....	.....
Morrell Pkg. Co.	26	.....	.....
Nagle Pkg. Co.	190	.....	.....
Sinclair Pkg. Co.	495	.....	.....
Wilson & Co.	222	.....	.....
Others	31	19,917	.....
Total	18,164	56,897	52,704

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,528	1,590	481	2,171
Swift & Co.	1,980	1,033	770	1,874
Morris & Co.	910	719	.....	693
East Side Pkg. Co.	1,064	.....	4,155	.....
American Pkg. Co.	72	175	1,926	300
Hell Pkg. Co.	.....	141	.....	.....
Krey Pkg. Co.	279	90	1,744	40
Others	3,179	1,248	14,952	2,091
Total	9,012	4,825	24,175	7,169

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,267	142	8,587	4,257
Armour and Co.	2,836	124	9,050	5,761
Swift & Co.	1,761	125	47	5,121
Smith Bros.	.....	.....	74	.....
Others	2,667	137	16,575	450
Total	9,531	523	34,333	15,569

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,038	425	2,970	3,720
Jacob Dold Co.	583	19	2,186	65
Fred W. Dold	74	.....	207	1
Wichita D. B. Co.	6	.....	.....	.....
Dunn-Ostertag	115	.....	.....	.....
Keefe-Le Sturgeon	.....	.....	.....	.....
Total	1,816	444	5,363	3,786
Not including 4,452 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,084	123	2,122	6,913
Armour and Co.	1,296	144	1,796	9,167
Haynes-Murphy Co.	407	112	1,837	.....
Miscellaneous	619	158	700	678
Total	3,376	537	6,525	16,758

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,985	4,723	11,060	1,798
Cudahy Pkg. Co.	422	1,395	.....	210
Swift & Co.	4,622	7,096	17,050	1,976
United Pkg. Co.	1,854	165	.....	.....
Others	1,228	156	17,244	240
Total	11,111	13,505	43,863	4,224

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,339	637	3,859	88
Wilson & Co.	1,250	613	3,765	393
Others	115	.....	684	.....
Total	2,704	1,250	8,308	481
Not including 78 cattle and 84 sheep purchased direct.				

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,583	9,922	7,067	734
U. D. B. Co., N. Y.	52	.....	.....	.....
The Layton Co.	.....	.....	.....	584
R. Gunz & Co.	131	21	79	.....
Armour and Co.	664	5,050	.....	.....
N.Y.B.D.M.Co., N.Y.	37	.....	.....	.....
Others	828	264	245	119
Total	3,295	15,257	8,575	853

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	834	3,192	11,352	1,233
Kingman Co.	1,284	1,017	11,942	689
Armour and Co.	347	188	1,098	77
Indianapolis Abt. Co.	1,740	429	1,053	150
Hilgenier Bros.	6	.....	.....	.....
Brown Bros.	121	27	203	13
Schussler Pkg. Co.	32	.....	335	.....
Riverview Pkg. Co.	8	.....	124	.....
Meier Pkg. Co.	90	13	282	.....
Ind. Prov. Co.	48	.....	325	12
Maas Hartman Co.	29	7	.....	.....
Art Wabnitz	14	67	.....	28
Hoosier Abt. Co.	16	.....	.....	.....
Others	469	82	340	66
Total	5,038	5,022	28,264	2,268

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	6	.....	416
J. Hilberg & Son.	69	.....	.....	58
Gus Juengling	185	134	.....	92
E. Kahn's Sons Co.	1,228	669	6,162	430
John F. Stegner	126	186	42	42
J. Schlachter's Sons	172	187	.....	183
Kroger G. & B. Co.	81	97	1,307	.....
J. Lohrey Pkg. Co.	4	.....	259	.....
W. G. Kehn's Sons.	100	.....	.....	.....
S. Sander Pkg. Co.	.....	.....	835	.....
J. & F. Schroth Co.	9	.....	1,237	.....
J. Vogel & Son.	10	3	357	.....
Ideal Pkg. Co.	.....	.....	406	.....
Others	9	.....	752	.....
Foreign	105	1,071	3,393	339
Total	2,106	2,353	14,708	1,560
Not including 1,214 cattle, 17 hogs and 555 sheep bought direct.				

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended Apr. 5, 1930, with comparisons:

CATTLE.

	Week ended Apr. 5.	Prev. week.	Cor.
Chicago	19,059	17,445	19,220
Kansas City	14,846	12,246	14,301
Omaha	18,164	21,731	19,628
St. Louis	9,012	8,829	6,571
St. Joseph	9,531	9,069	8,274
Sioux City	9,531	9,069	9,332
Oklahoma City	2,704	3,031	2,074
Wichita	1,816	1,280	1,352
Denver	3,376	3,555	3,067
St. Paul	11,111	11,025	9,996
Milwaukee	3,295	2,580	1,846
Indianapolis	5,038	4,165	4,935
Cincinnati	2,106	1,972	1,633
Total	100,058	105,577	102,142

HOGS.

	Week ended Apr. 5.	Prev. week.	Cor.
Chicago	60,507	57,212	60,983
Kansas City	19,342	12,464	28,962
Omaha	56,897	71,699	51,714
St. Louis	24,175	15,415	24,368
St. Joseph	27,221	18,250	27,221
Sioux City	34,333	32,474	36,825
Oklahoma City	3,808	7,444	12,613
Wichita	5,363	6,888	18,950
Denver	6,525	6,165	7,715
St. Paul	43,963	45,334	42,756
Milwaukee	8,575	6,802	6,624
Indianapolis	28,264	23,705	30,004
Cincinnati	14,708	15,686	14,686
Total	319,360	348,569	390,459

SHEEP.

	Week ended Apr. 5.	Prev. week.	Cor.
Chicago	62,270	55,172	49,700
Kansas City	50,403	40,258	30,537
Omaha	52,704	64,124	46,521
St. Louis	7,169	4,246	1,824
St. Joseph	15,569	10,950	30,900
Sioux City	15,569	10,950	14,548
Oklahoma City	481	391	221
Wichita	3,786	2,684	2,684
Denver	16,758	32,673	36,890
St. Paul	4,224	2,986	2,466
Milwaukee	833	728	125
Indianapolis	2,298	865	2,213
Cincinnati	1,560	746	342
Total	218,145	277,319	219,021

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 31	17,250	2,896	53,772	22,392
Tues., Apr. 1	6,962	5,102	24,385	21,822
Wed., Apr. 2	7,299	3,342	16,024	16,334
Thurs., Apr. 3	6,062	4,668	19,061	15,433
Fri., Apr. 4	1,532	818	14,132	13,575
Sat., Apr. 5	100	100	7,000	3,500
This week	39,165	16,826	134,994	93,062
Previous week	36,608	12,210	142,983	88,595
Year ago	35,584	14,902	118,481	67,378
Two years ago	37,140	22,259	129,582	67,540
Total receipts for month and year to Apr. 5, with comparisons:				

	1930.	1929.	1930.	1929.
Cattle	21,915	35,330	526,026	600,680
Calves	13,980	14,715	153,527	197,530
Hogs	80,422	111,535	2,358,391	2,655,835
Sheep	70,670	50,196	1,104,057	903,389

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Mar. 31	4,774	30	10,575	6,936
Tues., Apr. 1	2,089	55	4,954	5,527
Wed., Apr. 2	2,405	0	1,369	3,643
Thurs., Apr. 3	1,734	152	3,405	6,815
Fri., Apr. 4	715	.....	5,518	4,177
Sat., Apr. 5	100	.....	500	1,000
This week	11,817	276	26,321	27,998
Previous week	10,828	72	38,331	31,783
Year ago	10,672	371	23,328	16,838
Two years ago	9,080	378	44,084	11,509

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Apr. 5	\$12.30	\$9.55	\$5.00	\$9.30
Previous week	12.40	9.90	5.25	9.75
1929	13.15	11.60	8.60	10.60
1928	13.25	8.30	9.00	10.35
1927	11.25	11.10	9.10	15.80
1926	9.50	11.70	8.00	12.50
1925	10.45	13.10	7.75	14.75

Av. 1925-1929.....\$11.50 \$11.15 \$8.50 \$15.25

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Apr. 5	27,300	108,500	65,100
Previous week	25,780	104,652	57,212
1929	24,012	85,153	50,540
1928	28,060	95,792	56,031
1927	33,464	101,103	46,894
1926	31,207	62,280	52,440

Hide and Skin Markets

Chicago.

PACKER HIDES—Another week passed with very little change in the packer hide situation. A movement of about 60,000 hides, mixed March and first few days of April take-off, was sufficient to keep the market well cleaned up on most selections. Packers are not pressing hides for sale, and buyers are not crowding forward to buy, but each week's kill is disposed of at steady prices without great difficulty.

Heavy native steers have not moved so far this week, and are offered at steady prices. Light native cows were the last selection to move; buyers have been attempting to buy these on a clean-up basis at $\frac{1}{2}$ c reduction, but sales were finally made late this week at steady prices.

Spread native steers quoted $15\frac{1}{2}$ @16c, nom. Nothing done yet on heavy native steers, which moved last week at 14c and offered on this basis. Three or four cars extreme native steers sold at 13c.

Butt branded steers sold at 14c for 4,000; about 12,000 Colorados sold at $13\frac{1}{2}$ c. Heavy Texas steers sold at 14c for about 6,000, and 3,000 light Texas steers brought 13c. Extreme light Texas steers sold at 12c.

About 6,000 heavy native cows moved at 12c. After early attempts to buy at lower prices, several cars light native cows moved at $12\frac{1}{2}$ c. About 17,000 branded cows were reported at 12c, all steady.

Native bulls last sold at $9\frac{1}{4}$ c for December forwards; branded bulls $8\frac{1}{2}$ c, nom.

South American market was rather quiet, early. Late last week 20,000 March-April steers sold at \$37.00 for Argentines as against \$38.50 earlier, and \$38.00 for Uruguay steers as against \$39.00 earlier. Sales of Argentine steers late this week were made at \$36.12 $\frac{1}{2}$, but due to the sharp improvement in exchange rates there is little difference in the c.i.f. New York price, which is around 16c.

SMALL PACKER HIDES—Trading in April hides began early this week when one local small packer sold 8,000 April production at four outside plants at $12\frac{1}{2}$ c for all-weight native steers and cows and $11\frac{1}{2}$ c for branded; another killer sold 2,000 April hides same basis. One small packer sold 12,000 April hides, basis big packer grading and trim, at $12\frac{1}{2}$ c for light native cows, 14c for heavy native steers, 14c for heavy branded steers, and 12c for branded cows; this was $\frac{1}{2}$ c better on branded hides than same killer received last month. Last local killer holding March hides moved 6,000 late last week at $12\frac{1}{2}$ c for native all-weights and $11\frac{1}{2}$ c for branded.

HIDE TRIMMINGS—Couple cars hide trimmings reported at \$33.00 per ton, Chicago basis.

COUNTRY HIDES—Trading has been somewhat slower on country hides. Good all-weights are generally considered top at 10c for around 47 lb. av., although $\frac{1}{4}$ @ $\frac{1}{2}$ c more sometimes asked. Heavy cows and steers quoted $9\frac{1}{2}$ c, recently paid. Buff weights reported sold at outside points at 10c; larger dealers asking $10\frac{1}{4}$ @ $10\frac{1}{2}$ c. Extremes range $12\frac{1}{2}$ @ $12\frac{1}{2}$ c for 25/45 lb. weights. Bulls 7c, selected, asked. All-weight branded

quoted around $8\frac{1}{2}$ c, flat, less Chicago freight.

CALFSKINS—Packer calfskins quoted nominally $18\frac{1}{2}$ @ $18\frac{1}{2}$ c; trading will be necessary to definitely establish this market, and interest has been sluggish. Last open trading was at $18\frac{1}{2}$ c for regular production and 19c for St. Paul and other selected points; one packer has been moving calf quietly right along in a confidential way.

Chicago city calfskins are talked a shade lower, around $16\frac{1}{2}$ c nom. for straight 8/15 lb. weights; last actual trading was in 8/10 lb. at $17\frac{1}{2}$ c, and 10/15 lb. at $16\frac{1}{2}$ c. Mixed cities and countries $14\frac{1}{2}$ @ 15 c, nom.; straight countries $13\frac{1}{2}$ @ 14 c.

KIPSKINS—Most packers cleaned up March kips earlier at $17\frac{1}{2}$ c for northern natives, $15\frac{1}{2}$ c for over-weights, and $13\frac{1}{2}$ c for branded.

Chicago city kips $15\frac{1}{2}$ @ 16 c, nom., top last paid. Mixed cities and countries $13\frac{1}{2}$ @ 14 c, nom.; straight countries about 13c.

Further trading late last week in big packer March regular slunks at \$1.20, and hairless at 25c.

HORSEHIDES—Market continues slow. Good city renderers, with full heads and shanks, quoted \$4.00@4.25; best mixed city and country lots range \$3.00@3.50, while outside lots reported sold at \$2.65, and generally quoted \$2.50 @2.75 flat, based on not over 10 per cent No. 2's.

SHEEPSKINS—Dry pelts last sold at 11c per lb. A car of big packer shearlings running practically all No. 2's sold at 50c, with fresh clips and small ones out; quoted on this basis for shearlings running 105@110 sq. ft. per doz., with those running 90@95 sq. ft. per doz. quoted proportionately less in a nominal way, although no trading reported. Pickled skins are fairly well sold up and quoted \$5.00@5.25 per doz. at Chicago, with last reported trading at \$5.00 for straight run of April lambs. London wool sales reported showing decline of 7 per cent on scoured good fine merinos. About 10,000 wool pelts sold at \$1.35 for heavies and down to \$1.20 for lights, at outside points. Country pelts quoted 65@70c.

PIGSKINS—No. 1 pigskin strips still offered at $6\frac{1}{2}$ c; very little interest. Fresh frozen gelatine scraps $4\frac{1}{2}$ c, nom., and green salted sold at $4\frac{1}{2}$ c, delivered east.

New York.

PACKER HIDES—Packer hide market remains quiet, March hides having been cleaned out earlier at 14c for native steers, 14c for butt brands, and $13\frac{1}{2}$ c for Colorados. Market nominally unchanged.

COUNTRY HIDES—Trading continues slow, with only an occasional sale to take care of buyer's immediate requirements. Good extremes $12\frac{1}{2}$ @ $12\frac{1}{2}$ c asked, top for free of grub 25/45 lb. weights. Buff weights generally quoted at 10c, with $10\frac{1}{4}$ @ $10\frac{1}{2}$ c asked.

CALFSKINS—Calfskin market practically at a standstill. One car of 5-7's sold this week at \$1.50; no details as to grading but this is 15c down from last sale. The 7-9's are offered at \$1.95 @2.00; last trading in 9-12's was \$2.50. Last sales of 12/17 lb. veal kips, \$2.90,

buttermilks \$2.75; 17 lb. up, \$3.90.

New York Hide Exchange Futures.

Saturday, April 5, 1930—Close: Apr. 14.20n; May 14.40@14.50; June 14.60n; July 14.85n; Aug. 15.10n; Sept. 15.35@15.40; Oct. 15.55n; Nov. 15.70n; Dec. 15.90 sale; Jan. 16.00n; Feb. 16.15 sale; Mar. 16.25n. Sales 18 lots.

Monday, April 7, 1930—Close: Apr. 14.15n; May 14.35@14.40; June 14.60n; July 14.80n; Aug. 15.05n; Sept. 15.30@15.34; Oct. 15.50n; Nov. 15.65n; Dec. 15.80@15.85; Jan. 15.90n; Feb. 16.05@16.10; Mar. 16.15n. Sales 7 lots.

Tuesday, April 8, 1930—Close: Apr. 14.15n; May 14.35 sale; June 14.60n; July 14.80n; Aug. 15.05n; Sept. 15.30@15.35; Oct. 15.50n; Nov. 15.65n; Dec. 15.80@15.85; Jan. 15.90n; Feb. 16.00n; Mar. 16.10n. Sales 14 lots.

Wednesday, April 9, 1930—Close: Apr. 14.15n; May 14.37@14.40; June 14.60n; July 14.85n; Aug. 15.10n; Sept. 15.33@15.38; Oct. 15.50n; Nov. 15.65n; Dec. 15.80@15.90; Jan. 15.90n; Feb. 16.07@16.15; Mar. 16.15n. Sales 10 lots.

Thursday, April 10, 1930—Apr. 14.15n; May 14.35@14.45; June 14.60n; July 14.85n; Aug. 15.10n; Sept. 15.38b; Oct. 15.55n; Nov. 15.70n; Dec. 15.85@15.95; Jan. 15.90n; Feb. 16.00@16.20; Mar. 16.10n. Sales 9 lots.

Friday, April 11, 1930—Close: Apr. 14.25; May 14.47 sale; June 14.70; July 14.95; Aug. 15.20; Sept. 15.40; Oct. 15.55; Nov. 15.70; Dec. 15.85@15.95; Jan. 15.95; Feb. 16.05@16.20; Mar. 16.15. Sales 13 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended April 11, 1930, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ended	Prev.		Cor. week,
	Apr. 11.	week.		1929.
Spr. nat. str. 15 $\frac{1}{2}$ @16n	15 $\frac{1}{2}$ @16n	15 $\frac{1}{2}$ @16n	17	@17 $\frac{1}{2}$ n
Hvy. nat. str.	@14	@14 $\frac{1}{2}$		@15
Hvy. Tex. str.	@14	@14		@14
Hvy. butt brnd'd str.	@14	@14		@14
Hvy. Col. str.	@13 $\frac{1}{2}$	@13 $\frac{1}{2}$		@13 $\frac{1}{2}$
Ex-light Tex. str.	@12	@12		@14
Brnd'd cows.	@12	@12		@14
Hvy. nat. cows	@12	@12	14	@14 $\frac{1}{2}$
Lt. nat. cows	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$		@15
Nat. bulls...	@9 $\frac{1}{4}$	@9 $\frac{1}{4}$		@10 $\frac{1}{2}$
Brnd'd bulls 8	@8 $\frac{1}{2}$ n	@8 $\frac{1}{2}$ n	9	@9 $\frac{1}{2}$
Calfskins ... 18	@18 $\frac{1}{2}$ n	@18 $\frac{1}{2}$ n	23	@24
Kips, nat.	@17 $\frac{1}{2}$	@17 $\frac{1}{2}$	20	@21
Kips, ov-wt.	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$	18	@19
Kips, brnd'd.	@13 $\frac{1}{2}$	@13 $\frac{1}{2}$		@16 $\frac{1}{2}$
Slunks, reg.	@1.20	@1.20		@1.50
Slunks, hrls.	@25	@25		@35
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.				
Nat. all-wts.	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$		@15
Branded ...	@11 $\frac{1}{2}$	@11 $\frac{1}{2}$		@14
Nat. bulls...	@9	@9		@10 $\frac{1}{2}$
Brnd'd bulls.	@8	@8		@9
Calfskins ... 15 $\frac{1}{2}$ @16n	@16 $\frac{1}{2}$ n	@17 $\frac{1}{2}$ n	21	@21 $\frac{1}{2}$
Kips ... 13 $\frac{1}{2}$ @14n	@14n	@14n	18 $\frac{1}{2}$	@19
Slunks, hrls. 20	@1.10	@1.10		@1.25
	@25	@25		@37 $\frac{1}{2}$

COUNTRY HIDES.				
Hvy. steers...	@9 $\frac{1}{4}$	@9 $\frac{1}{4}$		@11 $\frac{1}{2}$
Hvy. cows...	@9 $\frac{1}{4}$	@9 $\frac{1}{4}$		@11 $\frac{1}{2}$
Bufs ... 10	@10 $\frac{1}{4}$	@10 $\frac{1}{4}$	12 $\frac{1}{2}$	@13
Extremes ... 12	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	15	@15 $\frac{1}{2}$
Bulls ...	@7	@7		@9 $\frac{1}{2}$
Calfskins ... 13 $\frac{1}{2}$ @14n	@14n	@14n	18 $\frac{1}{2}$	@19
Kips ... 13n	@13n	@13n	15 $\frac{1}{2}$	@16
Light calf. 1.00@1.10	1.00@1.10	1.00@1.10	1.10@1.25	
Deacons ... 1.00@1.10	1.00@1.10	1.00@1.10	1.10@1.25	
Slunks, reg. 60	@75	@75	40	@80
Slunks, hrls. 5	@10	@10	15	@25
Horsehides ... 2.95@4.25	3.00@4.50	4.50@5.75		
Hogskins ... 50	@55	@55	65	@70

SHEEPSKINS.				
Phr. lambs. 1.30@1.40	1.30@1.40	2.25@2.75		
Sml. phr. lambs ... 1.20@1.35	1.20@1.35	1.75@2.35		
Phr. shearings 50	@70	32 $\frac{1}{2}$ @80	1.10@1.40	
Dry pelts ...	@11	@11	20	@21



**YOUR
Refrigerating System
can be efficient
ONLY with
Good Insulation**

Perfect insulation and an economical refrigerating system depend entirely upon the proper installation of an insulating material that will meet every requirement with absolute completeness.

Crescent (100% Pure) Corkboard installed by United's Service, an experienced organization with years of creative association with the various industries which use refrigeration, will assure you of a refrigerating system that will be both economical and satisfactory.

Use Crescent (100% Pure) Corkboard erected complete by United's Service and see for yourself what effective insulation really is.

Interesting descriptive literature gladly sent upon request. Write.

UNITED CORK COMPANIES
Main Office and Factory, Lyndhurst, N. J.
Branch Offices in Principal Cities

**UNITED'S
SERVICE**

**in
PACKING PLANT
or
RETAIL STORE**



America's largest packers use and endorse Vilter refrigeration systems.

The long experience and complete knowledge of this organization is also at the disposal of smaller plants... and retail butcher-shops, as well.

No matter what your refrigerating problem, Vilter will be more than glad to have you outline your needs; our engineers will help you to achieve any result desired. *Write!*

**THE VILTER
Manufacturing Co.**

973 Clinton St.,
Milwaukee, Wis.

57-30

Vilter
ICE-MAKING AND
REFRIGERATING
MACHINERY

The complete shop of Banaszak & Son is one of hundreds equipped by Vilter.



Bulletins and data free, on request.

since
1876

Ice and Refrigeration

Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

REDUCING BRINE CORROSION.

Minimum corrosion from brine results when the brine is neutral, and it pays to keep it in this condition or very slightly alkaline.

The condition of new brine will not remain constant. It tends to become alkaline the longer it is in service. In time its condition will tend to become nearly or quite constant, and acidity may tend to develop.

An alkaline brine may be neutralized by acid additions. Some recommend sulphuric, muriatic or acetic acid. Others have suggested carbon dioxide, which forms a weak acid in water.

There is always danger that too much acid will be added and the brine thrown on the acid side. Also some time is required for the acid to mix thoroughly with the brine. Acid should be added by an experienced person who knows approximately how much to add and how to introduce it into the brine system.

Acid brine can of course be corrected by the addition of an alkali. Neutral sodium chromate may be used for this purpose, using about 150 lbs. of the chemical for each 1,000 cu. ft. capacity of brine tank. Sodium chromate is better to use than dichromate as it can be more readily obtained and does not need to be neutralized with caustic soda.

Chromium itch may result if the workmen handling the chromate do not wash their hands frequently.

REFRIGERATION NOTES.

A large cold storage warehouse, to cost about \$300,000, will be erected on the municipal island at the entrance to Sarasota Bay, Sarasota, Fla., by the Sarasota Terminal Docks Co., Inc.

Plans have been completed for a five-story terminal for the San Francisco Produce Terminal, Ltd., San Francisco, Calif. The building will be erected between Laguna and Webster sts. from Beach to Waterfront. It will cost \$2,650,000 and will include a complete cold storage plant.

An addition to cost \$50,000 will be erected by the Parsons Cold Storage Co., Parsons, Kan.

Sam Wright is building a small cold storage plant in Salmon, Idaho.

Additional refrigerating equipment has been installed in the plant of the Bastrop Ice & Storage Co., Bastrop, La.

An ice and cold storage plant will be erected in Butler, Mo., by the Clinton Ice Co.

New refrigerating equipment has been installed in the plant of the Sunset Cold Storage Co., San Antonio, Tex.

Fire recently damaged the cold storage plant of the Arctic Co., Spokane, Wash., to the extent of about \$30,000.

The Empire Service Co., Philadelphia, Pa., has purchased the Hermitage Ice & Cold Storage Co., Inc., Richmond, Va.

A permit has been granted to the Peoria Service Co., Peoria, Ill., for the construction of a brick ice and cold storage plant to cost about \$75,000.

New refrigerating equipment has been installed in the plant of the Merchants Ice & Cold Storage Co., Louisville, Ky.

A receiver has been named for the Central Railway Terminal & Cold Storage Co., Albany, N. Y. The plant was placed in operation in 1927.

An addition to cost about \$75,000 will be built to the plant of the Springfield Ice & Refrigerating Co., Springfield, Mo. The addition will add 200,000 cu. ft. to the capacity of the plant.

The Imperial Ice & Development Co. announces that it will replace the ice and cold storage plant in Coachella, Calif., destroyed by fire recently.

A permit has been granted for the construction of an ice and cold storage plant at South Center and East Taylor sts., Reno, Nev.

A cold storage warehouse is being planned by the Boston Ice Co., Cambridge, Mass. Estimated cost, \$40,000.

Green & Baker recently purchased additional refrigerating machinery for their ice and cold storage plant in Meadville, Pa.

The Louisiana Public Utilities have recently completed a modern cold storage plant in Arnaudville, La.

Howard Roberts is constructing a cold storage plant in Okemah, Okla.

ST. JOSEPH LIVESTOCK.

(Continued from page 52.)

top of \$9.35. Bulk of fed wool lambs brought \$9.10@9.35 late; clippers, \$8.00@8.25. Choice 80-lb. Kansas springers brought \$13.25. The top on woolled ewes remained \$6.50.

SIoux CITY LIVESTOCK.

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Apr. 10, 1930.

CATTLE—Mild unevenness featured the market for fed steers and yearlings during the period, with interest centering on the better grades. Prices on good and choice offerings reflect a touch of betterment, while lower grades are weak. She stock and bulls met with a cordial reception, and are fully 25c higher. Vealers are unchanged. Bulk of the fed steers and yearlings cashed \$10.75@12.50, liberal showing of sales, \$12.50@13.50; top weighty steers and long yearlings, \$14.25; 1,180-lb. weights, \$14.50. Fed heifers, mostly \$9.00@11.00; beef cows, \$6.75@9.00; cutter grades, \$4.75@6.00; medium bulls, \$7.25@7.75; practical top on vealers, \$12.50.

HOGS—Swine prices retained most of 25c advances, and the late practical top was \$9.90 for 190- to 210-lb. weights. Odd lots scored \$10.00. Most 160- to 250-lb. butchers turned at \$9.60

@9.85, while 260- to 320-lb. kinds brought \$9.25@9.50. Heavier offerings dropped down to \$9.10 sparingly. Packing sows bulked at \$8.75@9.00.

SHEEP—Fat lambs averaged about 50c higher, with the late bulk of woolled kinds at \$8.75@9.25, latter price top. Clippers sold up to \$8.50. Choice springers made \$13.00. Slaughter ewes were scarce and little changed. Choice shorn offerings quoted at \$5.50.

ST. PAUL LIVESTOCK.

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., Apr. 9, 1930.

CATTLE—The strength that developed late last week carried over into the start of this week, when meager supplies were offered. Some weakness since then, however, has developed and practically erased all of the early upturn, leaving values today in much the same position as a week earlier. Well finished matured steers sold at \$12.00@13.35, with a small parcel of strictly choice yearlings to \$13.50, while bulk all steers turned at \$10.00@11.75. Beef cows bulked at \$6.25@7.75, heifers, from \$8.00@9.75, low cutters and cutters mainly at \$5.00@6.00, bulls, from \$7.25@7.75. Vealers turned at unchanged levels, good grades selling from \$9.00@9.50, choice offerings, sparingly to \$12.00.

HOGS—The hog market advanced 15 @25c for the period, bulk of the good and choice 160- to 230-lb. weights selling at \$9.75@10.00, with hogs scaling around 240 to 320 lbs. at \$9.00@9.65 largely. Packing sows sold at \$8.50@8.75, with most better grade pigs and light lights at \$10.00.

SHEEP—Fat lambs advanced 50c compared with a week ago, while ewes ruled strong to 25c higher. Good and choice woolled lambs cleared at \$8.75@9.25, choice shorn lambs, at \$8.75@9.00. Good and choice woolled ewes cashed at \$5.00@6.00, while feeding and shearing lambs sold from \$7.00@9.00.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in January, 1930, based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, as reported by the U. S. Department of Agriculture, with comparisons:

—Cattle— —Hogs— —Sheep and lambs

	Steers	Cows and heifers	Bulls and stags	Harrows	Sows	Stags and boars	Lambs and yearlings	Sheep
1929	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	47.54	49.44	3.02	52.48	47.15	.37	92.50	7.41
Feb.	49.01	48.06	2.93	53.06	46.53	.39	93.12	6.88
Mar.	50.95	45.96	3.39	51.41	45.04	.55	94.15	5.85
Apr.	54.79	41.44	3.77	49.37	49.75	.83	91.50	8.44
May	53.75	41.21	5.04	48.51	50.79	.79	87.12	12.88
June	52.04	42.45	5.51	46.60	52.72	.68	90.94	10.06
July	52.05	42.98	4.97	38.79	60.57	.64	91.96	8.04
Aug.	50.34	45.59	4.07	39.30	60.12	.58	91.30	8.61
Sept.	48.59	47.77	3.94	42.02	57.48	.50	91.44	8.56
Oct.	42.87	53.52	3.61	45.81	55.65	.54	91.21	8.79
Nov.	39.64	56.89	3.67	47.90	51.54	.56	90.68	10.32
Dec.	44.55	51.01	4.44	49.77	46.75	.48	91.05	8.35
Av.	48.63	47.38	3.90	47.68	51.76	.56	91.23	8.77
1930.								
Jan.	46.39	50.04	3.57	52.21	47.27	.52	91.70	8.30

Chicago Section

Edw. T. Miller, superintendent, Hately Bros., Chicago, has left for a Florida vacation.

Walter Frank, president, Frank & Co., Milwaukee, Wis., was in Chicago during the week.

Louis K. Sigman, president, K. & B. Packing Co., Denver, Colo., spent a few days in Chicago this week.

Jay E. Decker, president, Jacob E. Decker & Son Co., Mason City, Ia., was in town during the week.

Ernest S. Urwitz, general manager, Dryfus Packing Co., Lafayette, Ind., was in Chicago during the week.

R. A. Rath, manager of sales and provisions, Rath Packing Co., Waterloo, Ia., was a visitor in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 17,996 cattle, 8,916 calves, 38,904 hogs and 24,280 sheep.

Oscar G. Mayer, president, Oscar Mayer & Co., Chicago, sailed from New York on April 11 on the S. S. Bremen for his annual visit to his customers abroad.

Karl Symons, general manager, William Davies Co., Chicago, has just returned from Toronto, Ont., where he attended the third annual sales convention of Canada Packers, Ltd.

Provision shipments from Chicago for the week ended Apr. 5, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk.
Cured meats, lbs.	16,671,000	18,982,000	19,168,000
Fresh meats, lbs.	41,776,000	32,128,000	40,702,000
Lard, lbs.	3,950,000	5,809,000	7,926,000

Funeral services for the late Robert R. Hargis, assistant traffic manager of Wilson & Co., will be held at Carlisle, Ky., on April 11. Mr. Hargis died on the S. S. Bergensfjord on March 11, and was cremated at Oslo, Norway. His remains will be brought to Carlisle for burial. He was formerly traffic director of the Indianapolis Board of Trade, special representative of Wells, Fargo & Co., commercial agent of the Monon at Atlanta, and received his early railroad training with the Louisville & Nashville Railroad at Louisville. He was a member of the Traffic Club of Chicago.

CHICAGO PLANT TO BUILD.

Property with an area of 29,000 sq. ft. and a frontage of 345 ft. on two streets has been purchased by the Chicago Sausage Co. at the northwest corner of Randolph and Carpenter sts., Chicago.

According to an announcement by Bruno Ritcher, president of the company, plans are being prepared for a modern sausage kitchen to be erected on the site. The building will be three stories and basement and will cost in excess of \$500,000. When the building is completed the company will have

more than \$700,000 invested in land and plant.

The Chicago Sausage Co. was organized by Mr. Richter ten years ago. It employed three men at first. As the business grew, large sums were invested in advertising. Newspapers, billboards and electric lighted display trucks were used extensively. The company manufactures high-grade products and its business has grown rapidly.

Recently the stockholders authorized a merger with the Milwaukee Sausage Co. The firm now employs a large force of workers.



SIX FEET OF HOSPITALITY.

No, he is not welcoming pork product price-cutters or steamship rate-boosters.

It is vice president Charles E. Herrick, of the Brennan Packing Co., Chicago, and past president of the Institute of American Meat Packers, rehearsing for his duties as chairman of the Host Club Executive Committee of the Chicago Rotary Club, which has charge of reception of 20,000 or more Rotarians from all over the world who will come to the 25th annual convention of Rotary in Chicago in June.

TRADE GLEANINGS.

Conway Cotton Oil Co., Conway, Ark., will rebuild its plant which was recently destroyed by fire.

A slaughter house to cost \$20,000 will be erected by Chas. H. Raskin at Sioux City, Ia.

The Merchants Packing Co., 3029 E. Vernon ave., Los Angeles, Calif., will erect a one-story addition to the present plant.

The Consolidated By-Products Co., 30th and Race sts., Philadelphia, Pa., was recently damaged by fire.

Peoria Packing Co., Union Stock Yards, Peoria, Ill., has been incorporated. Capital stock, \$50,000.

The West Side Packing House, Zanesville, O., has been damaged by fire.

A municipal abattoir is contemplated for San Angelo, Tex.

Batchelder, Snyder, Dorr & Doe Co., Boston, Mass., have awarded a contract for a four-story addition to the present plant. Estimated cost, \$50,000.

It is reported that the newly-organized Pinkney Packing Co. will prepare plans for a new packing plant at Pueblo, Colo., with a capacity of 500 cattle and 3,000 hogs per month. R. R. Pinkney is president.

SYLVANIA PAPER ON COAST.

The Sylvania Industrial Corporation, New York City, has completed arrangements with Blake, Moffitt & Towne, 41 First st., San Francisco, Calif., to act as exclusive sales agents on the Pacific Coast for its transparent cellulose wrapping paper, both the imported paper and the product to be made at the Fredericksburg, Md., plant. Blake, Moffitt & Towne will carry stock on the Pacific Coast, cut sizes to order, and render service. Offices and subsidiaries of Blake, Moffitt & Towne are located in San Francisco, Los Angeles, Portland, Sacramento, Oakland, San Diego, Fresno, Tacoma, San Jose, Phoenix, Boise, Salem, Santa Rosa, San Luis Obispo, and the territory of this organization comprises Washington, Oregon, California, Idaho, Nevada and Arizona.

MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Inspection granted—International Products Corp., Arlington ave., Arlington, Staten Island, N. Y. Boston Sausage and Provision Co., 411 Commercial st., Boston, Mass.

Inspection withdrawn—Armour and Company, Memphis, Tenn. Hedlund & Co., Seattle, Wash. George Nye Co., Springfield, Mass.

Change in name—Cox & Gordon, Inc., and Cox & Gordon Packing Co., 1019 South Third st., St. Louis, Mo., instead of previous name. Sambol & Rollwagon Packing Co., Shawnee st. at Railroad, Kansas City, Kan., instead of previous name.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
Apr. 10, 1930.

Regular Hams.		Green.	
8-10	21	21	21
10-12	19 1/2	19 1/2	19 1/2
12-14	18 1/2	18 1/2	18 1/2
14-16	18	18	18
16-18	17 1/2	17 1/2	17 1/2
18-20	17	17	17
20-22	16 1/2	16 1/2	16 1/2
22-24	16	16	16
24-26	15 1/2	15 1/2	15 1/2
26-28	15	15	15
28-30	14 1/2	14 1/2	14 1/2
30-32	14	14	14

S. P. Boiling Hams.		H. Run.	
16-18	17	17 1/2	17 1/2
18-20	17	17 1/2	17 1/2
20-22	17	17 1/2	17 1/2

Skinned Hams.		Green.	
10-12	20	20	20
12-14	19 1/2	19 1/2	19 1/2
14-16	19	19	19
16-18	18 1/2	18 1/2	18 1/2
18-20	18	18	18
20-22	17 1/2	17 1/2	17 1/2
22-24	17	17	17
24-26	16 1/2	16 1/2	16 1/2
26-28	16	16	16
28-30	15 1/2	15 1/2	15 1/2
30-32	15	15	15

Picnics.		Green.	
4-6	14 1/2	14 1/2	14 1/2
6-8	13 1/2	13 1/2	13 1/2
8-10	13	13	13
10-12	12 1/2	12 1/2	12 1/2
12-14	12	12	12

Bellies.		Green.	
8-10	19	19	19
10-12	18 1/2	18 1/2	18 1/2
12-14	18	18	18
14-16	17 1/2	17 1/2	17 1/2
16-18	17	17	17

Dry cure bellies 1c over S. P. bellies.		D. S. Bellies.	
14-16	14 1/2	14 1/2	14 1/2
16-18	14	14	14
18-20	13 1/2	13 1/2	13 1/2
20-22	13	13	13
22-24	12 1/2	12 1/2	12 1/2
24-26	12	12	12
26-28	11 1/2	11 1/2	11 1/2
28-30	11	11	11
30-32	10 1/2	10 1/2	10 1/2
32-34	10	10	10

D. S. Fat Backs.		Clear.	
8-10	14 1/2	14 1/2	14 1/2
10-12	14	14	14
12-14	13 1/2	13 1/2	13 1/2
14-16	13	13	13
16-18	12 1/2	12 1/2	12 1/2
18-20	12	12	12
20-22	11 1/2	11 1/2	11 1/2
22-24	11	11	11
24-26	10 1/2	10 1/2	10 1/2
26-28	10	10	10
28-30	9 1/2	9 1/2	9 1/2
30-32	9	9	9

D. S. Rough Ribs.		Clear.	
14-16	14 1/2	14 1/2	14 1/2
16-18	14	14	14
18-20	13 1/2	13 1/2	13 1/2
20-22	13	13	13
22-24	12 1/2	12 1/2	12 1/2
24-26	12	12	12
26-28	11 1/2	11 1/2	11 1/2
28-30	11	11	11
30-32	10 1/2	10 1/2	10 1/2
32-34	10	10	10
34-36	9 1/2	9 1/2	9 1/2
36-38	9	9	9
38-40	8 1/2	8 1/2	8 1/2
40-42	8	8	8

Other D. S. Meats.		Clear.	
Extra short clears	35-45	12 1/2	12 1/2
Extra short ribs	35-45	12 1/2	12 1/2
Regular plates	6-8	11	11
Clear plates	4-6	8 1/2	8 1/2
Jowl butts		8 1/2	8 1/2

FUTURE PRICES.

SATURDAY, APRIL 5, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.57 1/2	10.57 1/2	10.55	10.55	10.55-b
July	10.80	10.82 1/2	10.80	10.80	10.80-ax
Sept.	11.00	11.00	11.00	11.00	11.00b

CLEAR BELLIES—		Open.	High.	Low.	Close.
May	13.60	13.65	13.60	13.65	13.65
July	13.70	13.70	13.60	13.65	13.65b

MONDAY, APRIL 7, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.57 1/2	10.57 1/2	10.55	10.55b	10.55b
July	10.80	10.82 1/2	10.80	10.80	10.80-ax
Sept.	11.00	11.00	11.00	11.00b	11.00b

CLEAR BELLIES—		Open.	High.	Low.	Close.
May	13.65	13.75	13.65	13.75b	13.75b
July	13.70	13.72 1/2	13.70	13.70	13.72 1/2b

TUESDAY, APRIL 8, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.57 1/2	10.57 1/2	10.42 1/2	10.42 1/2	10.42 1/2 ax
July	10.80	10.80	10.62 1/2	10.62 1/2	10.62 1/2 ax
Sept.	11.02 1/2	11.02 1/2	10.87 1/2	10.87 1/2	10.87 1/2 ax

CLEAR BELLIES—		Open.	High.	Low.	Close.
May	13.70	13.70	13.65	13.65	13.65 ax
July	13.95	13.95	13.87 1/2	13.87 1/2	13.87 1/2 ax

WEDNESDAY, APRIL 9, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.37 1/2	10.42 1/2	10.37 1/2	10.40b	10.40b
July	10.60	10.65	10.60	10.62 1/2b	10.62 1/2b
Sept.	10.82 1/2	10.85	10.82 1/2	10.82 1/2b	10.82 1/2b

CLEAR BELLIES—		Open.	High.	Low.	Close.
May	13.50	13.52 1/2	13.50	13.50 ax	13.50 ax
July	13.55	13.55	13.55	13.55b	13.55b
Sept.	13.55	13.55	13.55	13.62 1/2 ax	13.62 1/2 ax

THURSDAY, APRIL 10, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.40	10.40	10.40	10.40	10.40-ax
July	10.62 1/2	10.65	10.60	10.62 1/2b	10.62 1/2b
Sept.	10.85	10.85	10.85	10.82 1/2-ax	10.82 1/2-ax

CLEAR BELLIES—		Open.	High.	Low.	Close.
May	13.50	13.52 1/2	13.50	13.50 ax	13.50 ax
July	13.55	13.55	13.55	13.55b	13.55b
Sept.	13.55	13.55	13.55	13.62 1/2 ax	13.62 1/2 ax

FRIDAY, APRIL 11, 1930.

LARD—		Open.	High.	Low.	Close.
May	10.37 1/2	10.42 1/2	10.37 1/2	10.42 1/2	10.42 1/2
July	10.62 1/2	10.67 1/2	10.62 1/2	10.65	10.65-ax
Sept.	10.80	10.85	10.80	10.85 ax	10.85 ax

CLEAR BELLIES—		Open.	High.	Low.	Close.
May	13.45	13.55	13.45	13.55 ax	13.55 ax
July	13.55	13.60	13.55	13.60 ax	13.60 ax
Sept.	13.55	13.55	13.55	13.75 ax	13.75 ax

Key: ax, asked; b, bid; n, nominal; — split.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Apr. 8, 1930.—Extra tallow, f.o.b. seller's plant, 6 1/2 @ 6 1/2 c lb.; Manila cocoanut oil, tanks, New York, 6 1/2 @ 7 c lb.; Manila cocoanut oil, tanks, Coast, 6 1/2 c lb.; Cochiti cocoanut oil, barrels, New York, 9 @ 9 1/4 c lb.

P. S. Y. cottonseed oil, barrels, New York, 10 @ 10 1/4 c lb.; crude corn oil, barrels, New York, 9 1/2 @ 10 c lb.; olive oil foots, barrels, New York, 7 1/2 @ 8 c lb.; 5 per cent yellow olive oil, barrels, New York, 80 @ 85 c gallon.

Crude soya bean oil, barrels, New York, 11 @ 11 1/2 c lb.; palm kernel oil, barrels, New York, 9 @ 9 1/4 c lb.; red oil, barrels, New York, 10 1/2 @ 11 c lb.; Nigre palm oil, casks, New York, 7 1/4 @ 7 1/2 c lb.; Lagos palm oil, casks, New York, 7 1/2 @ 8 c lb.; glycerine, soap-lye, 6 1/2 @ 7 c lb.; glycerine, C. P., 13 1/2 @ 14 c lb.; glycerine, dynamite, 10 1/2 c lb.

What is the best method of handling hides, and why? Ask the "Packer's Encyclopedia," the meat packer's guide.

CHICAGO RETAIL MEATS

Beef.

Week ended		Apr. 9, 1930.		Cor. wk. 1929.	
No.	No.	No.	No.	No.	No.
1.	2.	3.	4.	5.	6.
Rib roast, hvy. end	35	30	16	35	30
Rib roast, lt. end	45	35	30	45	35
Chuck roast	32	27	21	30	27
Steaks, round	50	40	35	45	40
Steaks, sirloin cut	45	40	35	40	35
Steaks, porterhouse	50	45	35	45	40
Steaks, flank	28	25	18	25	18
Beef stew, chuck	27	23	15	27	22
Corned briskets, boneless	33	28	18	28	24
Corned plates	30	25	10	25	10
Corned rumps, tails	25	22	18	22	18

Lamb.

Good.		Com.		Good.		Com.	
Legs	30	22	40	38	38	38	38
Stew	28	23	42	38	38	38	38
Stews	15	15	22	15	22	15	22
Chops, shoulder	25	20	25	20	25	20	25
Chops, rib and loin	35	25	60	25	60	25	60

Mutton.

Legs	24	..	26	..
Stew	14	..	14	..
Shoulders	16	..	16	..
Chops, rib and loin..	35	..	35	..

Pork.

Loin, 8 @ 10 av.		Loin, 10 @ 12 av.		Loin, 12 @ 14 av.		Loin, 14 and over	
28	30	26	28	24	26	22	24
Shoulders	21	22	22	22	22	22	22
Butts	24	26	26	26	26	26	26
Spareribs	18	20	20	20	20	20	20
Hocks	18	20	20	20	20	20	20
Leaf lard, raw	14	14	14	14	14	14	14

Veal.

Hindquarters	28	@32	30	@35
Forequarters	16	@20	20	@24
Legs	28	@30	32	@35
Breasts	16	@22	16	@22
Shoulders	20	@22	20	@22
Cutlets		@50		@50
Rib and loin chops.....		@35		@40

Butchers' Offal.

Suet		Shop fat		Bone, per 100 lbs.		Calf skins		Kips		Deacons	
4	2 1/2	2 1/2	2 1/2	16	16	14	12	12	12	12	12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. l. Chicago.....	9%	
Saltpeper, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refined granulated.....	5%	5½
Small crystals.....	7%	
Medium crystals.....	7½	
Large crystals.....	8%	
Dbl. rfd. gran. nitrate of soda.....	3%	3¼
Less than 25 bbl. lots ¼c more.		
Boric acid, powdered, pwt., bbls. in	8%	8%
5 ton lots or more.....	8½	9½
In bbls. in less than 5-ton lots.....	8½	9
Borax, carloads, powdered, in bbls.:	5	4
In ton lots, gran. or pow., bbls.:	5	4½
Salt—		
Granulated, carlots, per ton, f.o.b. Chi-		
cago, bulk.....		\$6.60
Medium, carlots, per ton, f.o.b. Chicago,		
bulk.....		9.10
Rock, carlots, per ton, f.o.b. Chicago.....		8.60
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or-		
leans.....		@ 3.61
Second sugar, 90 basis.....		None
Syrup testing 63 and 65 combined su-		
crose and invert, New York.....		@ .38
Standard gran. f.o.b. refiners (2%).....		@ 4.90
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2%.....		@ 4.40
Packers' curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2%.....		@ 4.30

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Apr. 9, 1930.	Cor. week, 1929.
Prime native steers.....	23 @24	23 @24
Good native steers.....	21 @22 1/4	20 @21
Medium steers.....	19 @20	19 @20
Heifers, good.....	19 @20	19 @20
Cows.....	14 @17	15 @18
Hind quarters, choice.....	30 @31	29 @30
Fore quarters, choice.....	21 @21 1/2	19 @20

Beef Cuts.

Steer loins, No. 1.....	@41	@37
Steer loins, No. 2.....	@38	@32
Steer short loins, No. 1.....	@51	@45
Steer short loins, No. 2.....	@45	@38
Steer loin ends (hips).....	@31	@30
Steer loin ends, No. 2.....	@30	@29
Cow loins.....	@23	@24
Cow short loins.....	@28	@29
Cow loin ends (hips).....	@20	@20
Steer ribs, No. 1.....	@26	@25
Steer ribs, No. 2.....	@25	@23
Cow ribs, No. 2.....	@18	@18
Cow ribs, No. 3.....	@14	@16
Steer rounds, No. 1.....	@22	@22
Steer rounds, No. 2.....	@21 1/4	@21 1/4
Steer chuck, No. 1.....	@18 1/2	@19 1/2
Steer chuck, No. 2.....	@17 1/2	@18 1/2
Cow rounds.....	@18 1/2	@19 1/2
Cow chucks.....	@15	@16 1/2
Steer plates.....	@18 1/2	@18 1/2
Medium plates.....	@14	@14
Briskets, No. 1.....	@19	@19
Steer navel ends.....	@10	@10 1/2
Cow navel ends.....	@11	@10 1/2
Fore shanks.....	@12 1/2	@12
Hind shanks.....	@19	@19
Strip loins, No. 1 boneless.....	@60	@50
Strip loins, No. 2.....	@50	@40
Sirloin butts, No. 1.....	@36	@35
Sirloin butts, No. 2.....	@28	@30
Beef tenderloins, No. 1.....	@75	@75
Beef tenderloins, No. 2.....	@70	@65
Rump butts.....	@30	@30
Flank steaks.....	@27	@27
Shoulder clods.....	@22	@20
Hanging tenderloins.....	@20	@18
Insides, green, 6@8 lbs.....	@20	@20
Outsides, green, 6@8 lbs.....	@10 1/4	@10 1/4
Knuckles, green, 6@8 lbs.....	@22 1/4	@22 1/4

Beef Products.

Brains (per lb.).....	@13	@13
Hearts.....	@12	@12
Tongues, 4@5.....	@35	@37
Sweetbreads.....	@35	@35
Ox-tail, per lb.....	@18	@17
Fresh tripe, plain.....	7 @8	7 @8
Fresh tripe, H. C. No. 1.....	@10	@10
Livers.....	@22	16 @24
Kidneys, per lb.....	@18	@15

Lamb.

Choice lambs.....	@20	@30
Medium lambs.....	@18	@28
Choice saddles.....	@24	@34
Medium saddles.....	@24	@34
Choice fores.....	@14	@23
Medium fores.....	@13	@23
Lamb fries, per lb.....	@38	@38
Lamb tongues, per lb.....	@16	@30
Lamb kidneys, per lb.....	@30	@30

Mutton.

Heavy sheep.....	@12	@18
Light sheep.....	@14	@20
Heavy saddles.....	@15	@20
Light saddles.....	@17	@22
Heavy fores.....	@9	@18
Light fores.....	@11	@20
Mutton legs.....	@20	@20
Mutton loins.....	@13	@20
Mutton stew.....	@9	@12
Sheep tongues, per lb.....	@16	@16
Sheep heads, each.....	@12	@12

Fresh Pork, Etc.

Pork loins, 8@10 lbs. avg.....	@26	@25
Picnic shoulders.....	@16	@17
Skinned shoulders.....	@17 1/2	@17
Tenderloins.....	@50	@50
Spare ribs.....	@14 1/4	@12
Back fat.....	@13	@14
Boston butts.....	@21	@20
Boneless butts, cellar trim, 2@4.....	@25	@27
Hocks.....	@11	@13
Tails.....	@15	@12
Neck bones.....	@7	@5
Slip bones.....	@14	@14
Blade bones.....	@16	@14
Pigs' feet.....	@7	@7
Kidneys, per lb.....	@11	@11
Brains.....	@9	@9
Ears.....	@7	@7
Shouts.....	@7	@7
Heads.....	@9	@10

Veal.

Choice carcass.....	@20	21 @23
Good carcass.....	@18	15 @20
Good saddles.....	@25	@28
Good backs.....	@16	@18
Medium backs.....	@13	@14

Veal Products.

Brains, each.....	15 @18	14 @15
Sweetbreads.....	@80	@75
Calif livers.....	@71	@60

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@28	@21
Country style sausage, fresh in bulk.....	@19	@19
Country style sausage, smoked.....	@24	@24
Frankfurts in sheep casings.....	@23 1/4	@23 1/4
Frankfurts in hog casings.....	@22 1/2	@22 1/2
Bologna in beef bungs, choice.....	@19 1/2	@19 1/2
Bologna in cloth, paraffined, choice.....	@19	@19
Bologna in beef middles, choice.....	@18	@18
Smoked liver sausage in hog bungs.....	@25	@25
Liver sausage in beef rounds.....	@17	@17
Head cheese.....	@20 1/4	@20 1/4
New England luncheon specialty.....	@19	@19
Minced luncheon specialty.....	@24	@24
Tongue sausage.....	@24	@24
Blod sausage.....	@19	@19
Polish sausage.....	@19	@19
Souse.....	@16	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51	@26 1/4
Thuringer Cervelat.....	@26 1/4	@26 1/4
Farmers' back pork, 24 to 34 pieces.....	@32	@32
Holsteiner.....	@50	@50
B. C. Salami, choice, in hog bungs.....	@46	@46
Milano Salami, choice, in hog bungs.....	@29	@29
B. C. Salami, new condition.....	@42	@42
Prizac, choice, in hog bungs.....	@54	@54
Genoa style Salami.....	@41	@41
Pepperoni.....	@26	@26
Mortadella, new condition.....	@53	@53
Capicoll.....	@41	@41
Italian style hams.....	@56	@56
Virginia hams.....	@56	@56

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	\$6.75	
Large tins, 1 to crate.....	7.75	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	8.00	
Large tins, 1 to crate.....	9.00	
Frankfurt style sausage in hog casings—		
Small tins, 2 to crate.....	7.50	
Large tins, 1 to crate.....	8.50	
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	7.00	
Large tins, 1 to crate.....	8.00	

SAUSAGE MATERIALS.

Regular pork trimmings.....	@11	@10 1/4
Special lean pork trimmings.....	10 @10 1/4	@10 1/4
Extra lean pork trimmings.....	@16	@16
Neck bone trimmings.....	@11 1/4	@11 1/4
Pork cheek meat.....	11 @10 1/4	@10 1/4
Pork hearts.....	10 @10 1/4	@10 1/4
Native boneless bull meat (heavy).....	@13 1/4	@13 1/4
Boneless chucks.....	@14 1/4	@14 1/4
Shank meat.....	@14	@14
Beef trimmings.....	@11 1/4	@11 1/4
Beef hearts.....	@8 1/4	@8 1/4
Beef cheeks (trimmed).....	10 @10 1/4	@10 1/4
Dressed canners, 350 lbs. and up.....	@11	@11
Dressed cutter cows, 400 lbs. and up.....	@12	@12
Dr. bologna bulls, 600 lbs. and up.....	@12 1/2	@12 1/2
Beef tripe.....	@5	@5
Pork tongues, canner trimmed S. P.....	@16 1/4	@16 1/4

SAUSAGE CASINGS.

(F. O. B. CHICAGO)
(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:		
Domestic rounds, 180 pack.....	.23	
Domestic rounds, 140 pack.....	.34	
Export rounds, wide.....	.46	
Export rounds, medium.....	.29	
Export rounds, narrow.....	.43	
No. 1 weasands.....	.14	
No. 2 weasands.....	.07	
No. 1 bungs.....	.30	
No. 2 bungs.....	.20	
Middles, regular.....	.75	
Middles, selected wide.....	2.25	
Dried bladders:		
12-15 in. wide, flat.....	2.00	
10-12 in. wide, flat.....	1.65	
8-10 in. wide, flat.....	1.35	
6-8 in. wide, flat.....	.85	
Hog casings:		
Narrow, per 100 yds.....	2.75	
Narrow, special, per 100 yds.....	2.25	
Medium, regular, per 100 yds.....	1.15	
Wide, per 100 yds.....	.75	
Extra wide, per 100 yds.....	.85	
Export bungs.....	.30	
Large prime bungs.....	.20	
Medium prime bungs.....	.10	
Small prime bungs.....	.06	
Middles, per set.....	.20	
Stomachs.....	.10	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$15.00	
Honeycomb tripe, 200-lb. bbl.....	20.00	
Pocket honeycomb tripe, 200-lb. bbl.....	21.00	
Pork feet, 200-lb. bbl.....	16.50	
Pork tongues, 200-lb. bbl.....	77.00	
Lamb tongues, long cut, 200-lb. bbl.....	58.00	
Lamb tongues, short cut, 200-lb. bbl.....	71.00	

DRY SALT MEATS.

Extra short clears.....	@13	
Extra short ribs.....	@13	
Short clear middles, 60-lb. avg.....	@15	
Clear bellies, 18@20 lbs.....	@14 1/4	
Clear bellies, 14@16 lbs.....	@15 1/4	
Rib bellies, 20@25 lbs.....	@14 1/4	
Rib bellies, 25@30 lbs.....	@14 1/4	
Fat backs, 10@12 lbs.....	@9 1/4	
Fat backs, 14@16 lbs.....	@11 1/4	
Standard plates.....	@11	
Butts.....	@8 1/4	

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@25 1/4	
Fancy skd. hams, 14@16 lbs.....	@26	
Standard reg. hams, 14@16 lbs.....	@23 1/4	
Picnics, 4@8 lbs.....	@30 1/4	
Fancy bacon, 6@8 lbs.....	@24	
Standard bacon, 6@8 lbs.....	@24	
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.....	@44	
Outsides, 5@9 lbs.....	@39	
Knuckles, 5@9 lbs.....	@41	
Cooked hams, choice, skin on, fattened.....	@37	
Cooked hams, choice, skinned, fattened.....	@41	
Cooked picnics, skin on, fattened.....	@27	
Cooked picnics, skinned, fattened.....	@28	
Cooked loin roll, smoked.....	@48	

BARRELED PORK AND BEEF.

Mess pork, regular.....	\$29.50	
Family back pork, 24 to 34 pieces.....	@33.50	
Family back pork, 35 to 45 pieces.....	@33.50	
Clear back pork, 40 to 50 pieces.....	@25.00	
Clear plate pork, 25 to 35 pieces.....	@20.00	
Brisket pork.....	@24.50	
Bean pork.....	@20.00	
Plate beef.....	@29.00	
Extra plate beef, 200 lb. bbls.....	@80.00	

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57 1/4 @1.60	
Oak pork barrels, black iron hoops.....	1.65 @1.67 1/4	
Ash pork barrels, galv. iron hoops.....	1.77 1/4 @1.80	
White oak ham tierces.....	@3.12 1/2	
Red oak lard tierces.....	2.37 1/2 @2.40	
White oak lard tierces.....	2.57 1/2 @2.60	

OLEOMARGARINE.

Highest grade natural color animal fat		
margarine in 1-lb. cartons, rolls or		
prints, f.o.b. Chicago.....	@25	
White animal fat margarines in 1-lb.		
cartons, rolls or prints, f.o.b. Chicago	@19 1/4	
Nut, 1-lb. cartons, f.o.b. Chicago.....	@17	
(30 and 60-lb. solid packed tubs, 1c		
per lb. less.).....		
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@15	

ANIMAL OILS.

Prime edible lard oil.....	@11 1/4	
Headlight burning oil.....	@11 1/4	
Prime winter strained.....	@11	
Extra winter strained.....	@10 1/4	
Extra lard oil.....	@10 1/4	
Extra No. 1 lard.....	@9 1/4	
No. 2 lard.....	@9	
Acidless tallow oil.....	@9	
20 D. C. T. neatfoot.....	@16 1/4	
Pure neatfoot oil.....	@12	
Special neatfoot oil.....	@10 1/4	
Extra neatfoot oil.....	@10 1/4	
No. 1 neatfoot oil.....	@9 1/4	
Oil weighs 7 1/2 lbs. per gallon. Barrels contain		
about 50 gals. each. Prices are for oil in barrels.		

LARD.

Prime steam.....	@10.35	
Prime steam, loose.....	@9.60	
Kettle rendered, tierces.....	@10.42	
Refined lard, boxes, N. Y.....	@11.12 1/2	
Leaf, raw.....	@9.50	
Neutral, in tierces.....	@12.00	
Compound, acc. to quantity.....	@11.50	

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	11 1/4 @11 1/4	
Oleo stocks.....	@10 1/4	
Prime No. 1 oleo oil.....	@10 1/4	
Prime No. 2 oleo oil.....	@9 1/4	
Prime No. 3 oleo oil.....	@9 1/4	
Prime oleo stearine, edible.....	8 1/4 @8 1/4	

TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 tins.....	@7 1/4	
Prime packers tallow.....	@7 1/4	
No. 1 tallow, 10% f.f.a.....	@6 1/4	
No. 2 tallow, 40% f.f.a.....	@5 1/4	
Choice white grease.....	@6 1/4	
A-White grease.....	@6 1/4	
B-White grease, max., 5% acid.....	@5 1/4	
Yellow grease, 10@15% f.f.a.....	@5 1/4	
Brown grease, 40% f.f.a.....	@5 1/4	

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.....		
Valley points, nom. prompt.....	7 1/4 @7 1/4	
White, deodorized, in bbls., f.o.b. Chgo.....	@10	
Yellow, deodorized, in bbls.....	@10	
Soap stock, 50% f.f.a., f.o.b.....	@2 1/4	
Corn oil, in tanks, f.o.b. millis.....	7 1/4 @7 1/4	
Soya bean, f.o.b. mill.....	@9	
Cocconut oil, sellers tanks, f.o.b. coast.....	6 1/4 @6 1/4	
Refined in bbls., c.a.t., Chicago, nom.....	9 1/4 @9 1/4	

Retail Section

If Customers Don't Want Ham for Easter Then Offer Lamb

Lamb and ham are Easter meats, just as turkey and beef are Christmas choices.

Practically every meat market in the country will sell more hams this week, which just precedes Easter Sunday, than they do in any other single week in the year.

Many of them could increase their business on lamb also, if they handled the product on a business basis rather than as a specialty or necessity to satisfy a limited demand.

So popular is lamb in some sections as the principal dish for the Easter dinner that "hot-house" lambs are raised especially for the Easter trade and command a very fancy price.

Quality Lamb Plentiful.

This year particularly, quality lamb will be available for the Easter trade in plentiful supplies, thus guaranteeing a fancy meat at a moderate price. It's a chance for retailers to increase not only their lamb sales but their total meat sales.

Every retailer who has a refrigerated window can prepare a most attractive display of lamb cuts as an Easter specialty, using his window without refrigeration to feature ham and other smoked meats. One way of decorating

a lamb window is shown in the illustration accompanying this article.

Some of the reasons why lamb consumption has failed to take its place along with the consumption of beef and pork are set forth in the following discussion of handicaps surrounding the sale of lamb which have been observed during contacts with retailers in many parts of the United States. Ways to improve this situation are suggested.

Giving Lamb A Chance

Failure to distinguish between the terms "lamb" and "mutton" is a distinct handicap to increased lamb consumption in many sections of the country.

Meat dealers and consumers alike seem to be confused in the use of the two terms. And it is only recently that anything has been done to show the distinct difference in quality between the two classes of meat.

Too often retailers carelessly refer to lamb cuts as "mutton" cuts. The bulk of the American public seems to have a natural aversion to "mutton." As long as the terms are interchanged, the consumer will be loath to try lamb meat.

Meat dealers should get the term "lamb" carefully fixed in their minds, and along with the term a clear understanding of the kind of meat that constitutes "lamb". They, in turn, should educate their trade to the merits of lamb.

Confusing Lamb with Mutton.

Mutton is still sold under the name of "lamb" by certain cut-rate markets,

which handicaps the distribution of real lamb. These markets usually buy one or two lambs along with several hundred pounds of mutton, and everything is sold at the quoted "lamb" prices.

Every honest retail meat dealer should do his part to expose such practices by defining to his trade and to the public generally what lamb really is and the difference between lamb and mutton.

Too often lamb is handled for accommodation, rather than as a staple article to be merchandised as are beef and pork. Retailers are accustomed to sacrificing portions of the carcass that are in least demand. As a result they feel that lamb is not a money making item for them and very little effort is made to display and push lamb with other meats.

As a rule, retailers are indifferent concerning the cutting methods applied to lamb. The line of least resistance is followed without considering the attractiveness of the prepared cuts or the desires of the trade.

Wasteful Merchandising.

A carcass of lamb is bought and hung in the ice box. The legs and chops are sold as demanded by the customers. The forequarters are allowed to become discolored. Eventually shoulder chops are cut from the shoulder. The stews are put in the case in a none too fresh condition; allowed to remain there for a day or two; then thrown into the scrap box.

In the past, fluctuations in the wholesale prices of lamb have not materially affected selling prices. This is still true of the majority of independent retail meat dealers. The prices for chops and



WINDOW SUGGESTION OF FRESH MEAT FOR THE EASTER DINNER.

Lamb and ham are the popular Easter meats. Roast leg of lamb or crown roast of lamb with new peas are excellent suggestions for the principal dish of the meal. If something less expensive is desired, then mock duck or a shoulder roast of lamb may be offered.

Such a window as that shown above, to which might be added some potted Easter lilies and a "bunny" rabbit here and there, will attract both grown-ups and children and direct attention to the choice meat for Easter Sunday.

roasts are set and except for "specials", remain fixed at that price throughout the year. The retailer feels that a change of two, three or four cents a pound in the wholesale price to him does not necessitate a corresponding change in the selling price. Consequently the recent drop in the price of live lambs has not affected the retail selling prices among many meat dealers as much as it should.

The reason for this condition is apparent enough. The average retailer sells only a few lambs. It is only a minor commodity with him. Lamb is rarely featured in newspaper advertising among the independent retailers. Lamb is not often conspicuously displayed in his windows. Consequently the price is not subject to much controversy or competition. The bulk of the business is with other meats. The prices of beef and pork receive more publicity and naturally are watched more carefully in relation to competitors' prices.

To Increase Lamb Sales.

A different form of merchandising prevails in the chain stores. Selling prices are less stationary, but fluctuate with the wholesale market. In the East, the consideration given lamb by one large chain store organization has caused other chains to feature the product, with the result that retail prices of lamb have moved in close relation to wholesale prices at those points.

The independent retailer has an opportunity to increase his business in lamb sales. Where he, himself, has fallen into the careless habit of calling lamb "mutton" and not defining the difference even in his own mind, correction of this should be the first step.

Then he should cut up his lamb carcass into cuts most popular with the trade, utilizing every bit of the carcass. This will enable him to sell even the chops and legs at a price that will encourage further consumption.

If this is done consistently—until the consuming trade is educated—retailers in all sections of the country can add another profitable item to their meat business without detracting in any way from the trade they already enjoy in pork, beef and veal.

NEWS OF THE RETAILERS.

The Stanley Mercantile Co., has just added a meat department to its store at Bennington, Kas.

Wilbur Hahn has opened a meat market and grocery at 1104 East Broadway, Enid, Okla.

The meat market of Rooney & Sons, Joseph, Ore., has been destroyed by fire.

H. E. Arnholt recently purchased the meat market at 600 S. Jefferson st., Dayton, O., from D. H. Ginney.

G. C. Wagner recently sold the Ideal Meat Market on East Wyandotte st., Upper Sandusky, O., to W. O. Linde-smith.

H. Meyer recently opened a meat market at Pemberville, O.

Fred Ebel, Osgood, Ind., has been succeeded in the meat business by George W. Wagner & Sons.

Fort & Roberts are now engaged in the meat business in the Goodpasture Bldg., Maxwell, Ind.

W. L. Bedford has opened a market on S. Linwood ave., Norwalk, O.

The Long Provision Co. has opened a meat market in the Hinds Bldg., Newcomerstown, O.

Jacob Hunter & Son, Arlington, O., recently succeeded to the meat business of Pratt & Hosafros.

Ed. Reinhart, La Porte, Ind., recently purchased the meat business of B. W. Greenleaf.

Becker Brothers, Buffalo Center, Ia., have sold their meat market to O. G. Schmidt.

Harry Carter and Floyd Hendricks will open a meat market and grocery at Fairfield, Ia.

Charles Redmond has recently opened a meat market at 110 S. Market st., Ottumwa, Ia.

Olson & Opgrand, Halstad, Minn., have sold their meat market to Ellsworth Christianson.

Harold Pixley recently opened a grocery and meat market at Mankato, Minn.

R. A. Winmager, Elkhorn, Wis., has sold his meat market to A. W. Kettlehut.

Harris Brothers, 336 Lakeside st., Madison, Wis., have sold their meat market to F. C. Caves.

Milwaukee Quality Meat Kitchen, Inc., Milwaukee, Wis., has been incorporated with a capital stock of \$15,000.

Albert Guhe, Jewell, Ia., has purchased the Anderson Meat Market and Grocery.

The Van Eaton Co., Sioux City, Ia., have incorporated their meat and grocery business. Capital stock, \$75,000.

The grocery and meat market of Charles Ohrenberger & Son, Montague, Mich., has been destroyed by fire.

Bittner Brothers, Lamberton, Minn., have sold their meat market to Chris Rongstad.

Louis Vasil, Red Wing, Minn., has sold his meat market to Alfred Peterson.

G. Jungling, Ashley, No. Dak., has purchased the meat market of Otto Becker.

W. C. Moilanen & Son, Devils Lake, No. Dak., have taken over the Nichols Meat Market.

Charles Engelhorn, Devils Lake, No. Dak., has purchased an interest in the City Meat Market. The new firm name is Bennes & Engelhorn.

G. T. Narveson and Fred Fluhrer will open a meat market at Minot, No. Dak.

NEW MEAT THERMOMETER.

A "roast meat" thermometer for household use is now being manufactured, according to the Bureau of Home Economics, U. S. Department of Agriculture. A thermometer of this type has been in use in the Bureau laboratory for some time. It is inserted in the center of the roasts before removing them from the oven, in order to determine how well done the meat is. A U. S. manufacturer has now placed on the market a thermometer meeting Bureau specifications, which shows clearly the temperature range for "rare," "medium," and "well done."

Retail Shop Talk

FOOD STORES SELL MORE.

Do women like to do all of their food shopping in one store?

Is the trend toward stores carrying a full line of foodstuffs and away from the specialized stores carrying only one line such as meats, groceries, fruits, etc.?

Grocery and delicatessen stores carrying groceries, meats, fresh fruits, and vegetables were found in a Louisville grocery survey to have an average annual volume of \$32,700, as compared with \$11,651, the average for stores selling groceries only.

Average sales for grocery and delicatessen stores without meat but carrying fresh fruits and vegetables were \$11,680, while those without fresh fruits and vegetables but with meats had sales of \$15,916. Average sales for all grocery stores in the territory were \$24,468.

In other words, stores carrying both classes of perishables had average sales two or three times as great as those which did not carry one or both of them. The lack of the meat department appeared to have the more serious effect on sales, meat making up 25 to 30 per cent of sales in the stores that carried it.

The effect of leaving out fresh fruits and vegetables is quite striking, however, when it is considered that this class of merchandise represented on the average but 7 to 10 per cent of sales in stores that carried them.

Establishments selling only fresh fruits and vegetables had average sales of \$4,399, while hucksters, dealing mainly in fresh fruits and vegetables, averaged \$2,763. The average sales for a specialty meat shop were \$27,366, while fish stores averaged \$15,356. Bakeries selling direct to the consumer were of the smaller class with average sales of \$17,237.

GRADE MEAT AND LIVESTOCK.

Federal grading of livestock and livestock products is provided for in a bill introduced in congress by Representative Gilbert Haugen of Iowa. Under this measure the Secretary of Agriculture would be authorized to establish U. S. standards for livestock and livestock products.

He would be authorized to investigate the handling, classifying, grading, packaging, packing, transportation, storing, marketing and utilization of livestock and livestock products; to establish standards for classifying and grading livestock and livestock products; to promulgate rules and regulations necessary to carry out the act. Tentative standards may be established prior to the adoption of official standards. Upon request the secretary can employ or license graders of livestock and livestock products. He is authorized to regulate, charge and collect reasonable fees for this service.

The bill has administration approval, and was referred to the committee on agriculture.

New York Section

NEW YORK NEWS NOTES.

P. W. Seyl, credit department, Wilson & Co., Chicago, spent a few days in New York during the past week.

The U. S. Bureau of Agricultural Economics recently appointed G. A. Anthony assistant marketing specialist of the New York division.

Oliver Buchanan of the dried sausage department, Armour and Company, Chicago, visited New York for a few days during the past week.

The Strauss-Roth Stores, Inc., will hold an annual meeting of stockholders on April 23 at the offices of the company, 49 Plane st., Newark, N. J.

H. A. Russell, beef department, Armour and Company, Chicago, spent several days at the plant of the New

York Butchers Dressed Meat Co. during the past week.

The annual meeting of the stockholders of Nathan Strauss, Inc., will be held on April 16 at the offices of the company, 619 Pacific st., Brooklyn.

W. C. Buethe, treasurer of Wilson & Co., Chicago, and Mrs. Buethe sailed on the S. S. Corinthia on April 8, and will spend the next few months cruising the Mediterranean.

Nathan Strauss, Inc., have leased locations at 290 North avenue, New Rochelle; 126-a Atlantic avenue, Lynbrook, L. I., and 530 Essex street, Lawrence, Mass., where they will establish three new stores in their chain, making a total of 187.

Meat, fish, poultry and game seized

and destroyed in the City of New York by the Health Department during the week ended April 5, 1930, was as follows: Meat—Manhattan, 1,216 lbs. Poultry and Game—Manhattan, 20 lbs.; Bronx, 14 lbs. Total, 34 lbs.

After an illness of two months Charles Catherine, steamship salesman for the United Dressed Beef Company, passed away on Sunday, April 6, at his home in Montclair, N. J. Mr. Catherine was 57 years old and had just rounded out 25 years with the company.

Meat, fish poultry and game seized and destroyed in the City of New York by the Health Department during the week ending March 29, 1930, was as follows: Meat—Manhattan, 1,788 lbs.; Bronx, 298 lbs.; total, 2,086 lbs. Fish—Bronx, 50 lbs. Poultry and Game—Manhattan, 11 lbs.; Bronx, 50 lbs.; total, 61 lbs.

The oak clock and barometer, bearing figures of a steer, hog and lamb in silver, which Armour and Company, Chicago, offered as a reward to the plant having no accidents for a period of two months, was presented to the plant of the New York Butchers' Dressed Meat Company during the past week. The possession of this safety trophy should go a long way in promoting care and eternal vigilance in all operations.

AMONG RETAIL MEAT DEALERS.

Nearly 400 persons attended the last of the eastern beef cutting demonstrations held Tuesday evening, April 8, at Audubon Hall, Broadway and 166th street. A total of six have been given, four of which were consumer meetings and two for members of various local branches of the retail meat dealers' association.

For the convenience of the students of the Manhattan vocation training classes, who are now attending the Murray Hill Evening Trade School at 237 East 37th street, arrangements have been made to have these classes conducted at the Evening Commercial High School, 65th street and Broadway. It is believed that this new location will be more easily reached by the students.

MUST BE U. S. INSPECTED.

Hereafter only such inspections as are made by the U. S. Department of Agriculture will be accepted on meat shipments into the New York City market, according to the city health commissioner, Shirley W. Wynne, whose department has just amended the sanitary code to make this provision.

An investigation recently ordered, it was explained, revealed that a number of local village or town boards and local boards of health had authorized the use of stamps on meat purporting to show that it had been inspected and passed by competent inspectors. The investigation showed otherwise.

Meat plants in New York City are inspected by the United States Government or by city inspectors. In addition, the leading plants on Manhattan Island have their own force under the Manhattan Sanitary Inspection Association, whose inspection is as severe as any in the country.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Apr. 10, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$19.50@21.50	\$20.50@21.50	\$21.00@22.00	\$19.00@20.00
Good	18.00@20.00	19.50@20.50	19.00@21.00	19.00@20.00
STEERS (550-700 lbs.):				
Choice	19.50@23.00		21.00@22.50	21.00@22.50
Good	18.00@20.00		19.50@21.50	19.00@20.00
STEERS (500 lbs. up):				
Medium	17.00@18.00	18.50@19.50	17.00@19.00	18.00@19.00
Common	15.50@17.00	17.50@18.50	15.00@17.00	
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	21.00@23.00		22.00@23.00	
Good	18.00@21.00		19.00@22.00	
Medium	17.00@18.00			
COWS:				
Good	16.00@17.00	16.50@17.00	17.00@18.00	16.00@17.00
Medium	15.00@16.00	15.50@16.50	15.50@17.00	15.00@16.00
Common	13.00@15.00	15.00@15.50	14.00@15.50	14.00@15.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	18.00@20.00	21.00@23.00	21.00@24.00	
Good	16.00@18.00	18.00@21.00	17.00@21.00	18.00@21.00
Medium	14.00@16.00	15.00@18.00	14.00@17.00	16.00@18.00
Common	11.00@14.00	12.00@15.00	13.00@15.00	14.00@16.00
CALF (2) (3):				
Good	16.00@18.00			
Medium	15.00@16.00		14.00@16.00	
Common	13.00@15.00		13.00@14.00	
Fresh Lamb and Mutton:				
SPRING LAMB:				
Gd-Ch.	25.00@28.00	26.00@29.00	27.00@30.00	
Medium	23.00@26.00	24.00@26.00	25.00@28.00	
LAMB (38 lbs. down):				
Choice	19.00@21.00	19.50@21.00	20.00@21.00	20.00@22.00
Good	17.00@19.00	18.50@20.00	19.00@20.00	19.00@21.00
Medium	15.00@18.00	17.00@18.50	18.00@19.00	17.00@19.00
Common	14.00@15.00	16.00@17.00	17.00@18.00	
LAMB (30-45 lbs.):				
Choice	18.00@20.00	18.00@20.00	19.00@20.00	20.00@21.00
Good	17.00@19.00	17.50@19.00	18.00@19.00	18.00@20.00
Medium	15.00@18.00	16.50@17.50	17.00@18.00	17.00@18.00
Common	14.00@15.00	16.00@16.50	16.00@17.00	
LAMB (40-55 lbs.):				
Choice	16.00@17.00	16.00@18.00	17.00@18.00	17.00@18.00
Good	15.00@16.00	15.00@17.00	15.00@17.00	15.00@17.00
MUTTON (Ewe) 70 lbs. down:				
Good	12.50@14.00	14.00@15.00	12.00@13.00	12.00@13.00
Medium	11.50@12.50	12.00@14.00	11.00@12.00	11.00@12.00
Common	10.00@11.50	11.00@12.00	9.00@10.00	10.00@11.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	21.50@26.00	23.50@24.50	23.00@25.00	23.00@25.00
10-12 lb. av.	21.00@25.00	23.00@24.00	22.00@23.00	22.00@24.00
12-16 lb. av.	20.00@23.00	21.50@22.50	20.00@23.00	21.00@23.00
16-22 lb. av.	19.00@20.00	20.00@21.00	18.00@20.00	19.00@21.00
SHOULDER, N. Y. Style, Skinned:				
8-12 lb. av.	16.50@17.50		17.00@18.50	17.00@18.50
PICNICS:				
6-8 lb. av.		14.50@15.50		
BUTTS, Boston Style:				
4-8 lb. av.	20.00@22.00		20.00@23.00	21.00@22.00
SPARE RIBS:				
Half Sheets	13.00@16.00			
TRIMMINGS:				
Regular	11.00@11.50			
Lean	19.00@21.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

These Two Sausages Look Alike!

The Difference is in the Seasoning



Yes! These two sausages *do* look alike but one contains **VERITY DRY SPICING**, the most original and economical seasoning ever developed.

DRY SPICING is a *pure*, finely ground white pepper combined with the unadulterated and entire flavoring properties of other good spices, scientifically mixed by our exclusive process in a modern plant under the most exacting supervision. The result is a rich, tasty sausage, *with plenty of real pepper*, that has a fresh, appetizing appearance—always the same—immediately creating the consumer's desire, and automatically increasing **YOUR** sales.

Here's Why You Should Use VERITY Dry Spicing

(PAT. APPLIED FOR)



LABORATORY TESTED

DRY SPICING is tested continually in our own laboratories to give you a pure, uniform, unadulterated product, and our many other specialties for meat are handled in the same, consistent manner. Write today for complete information! Our laboratories and plant are at your service to solve your seasoning problems.

Pork (With Sage)	Bologna
Pork (Without Sage)	Salami
Country Style Pork	Weiner
Veal Leaf	Braunschweiger
Spiced Ham	Summer Sausage
Pepper	Potted Meats
Frankfurter	Liver Sausage
Minced Ham	Blood Head Cheese
	Head Cheese

- 1 Uniformity—always the same pure product to present to your customer—a sale in itself!
- 2 When you use **VERITY Dry Spicing** your sausage meat has a fresh, appetizing appearance, and attracts the consumer's eye.
- 3 Economical—the cost is much less than that of the good spices you now use, and the results are more satisfactory.
- 4 Dry Spicing comes to you as spices have always been delivered—**IN DRY FORM** perfectly blended for each type of meat, packed in cans, drums, and barrels.
- 5 Manufactured in a modern, daylight plant under the supervision of men with years of practical experience in the sausage business.

Forget about past troubles! Write us the size of your various sausage batches, and we shall gladly send you *free*, enough **VERITY Spicings** for a thorough test to prove our statements to you.

FOOD MATERIALS CORPORATION
3450 LAKE ST. CHICAGO, ILL.

Representatives and Warehouse Stocks in Principal Cities

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$12.85@13.00
Steers, medium	11.00@12.85
Cows, common and medium	8.25@ 8.25
Bulls, cutter-medium	6.75@ 8.75

LIVE CALVES.

Vealers, good to choice	\$12.00@15.00
Vealers, medium	9.00@12.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$ 9.25@10.25
Lambs, medium	8.25@ 9.25
Lambs, common	7.50@ 8.25
Ewes, medium to choice	4.50@ 6.50

LIVE HOGS.

Hogs, 160-210 lbs.	\$ @10.75
Hogs, medium	@10.75
Hogs, 120 lbs.	@10.25
Roughs	@ 9.25
Good Roughs	@ 9.50

DRESSED HOGS.

Hogs, heavy	\$ @18.25
Hogs, 180 lbs.	@18.25
Pigs, 80 lbs.	@17.00
Pigs, 80-140 lbs.	@17.00

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	24 @26
Choice, native light	24 @26
Native, common to fair	23 @24

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	21 @23
Native choice yearlings, 400@600 lbs.	22 @23
Good to choice heifers	20 @21
Good to choice cows	17 @19
Common to fair cows	14 @16
Fresh bologna bulls	14 @15

BEEF CUTS.

	Western.	City.
No. 1 ribs	30 @32	32 @34
No. 2 ribs	28 @28	28 @30
No. 3 ribs	23 @25	23 @27
No. 1 loins	33 @36	34 @36
No. 3 loins	28 @32	30 @33
No. 1 hinds and ribs	27 @30	25 @32
No. 2 hinds and ribs	24 @26	23 @26
No. 3 hinds and ribs	20 @23	20 @22
No. 1 rounds	20 @21	20 @21
No. 2 rounds	18 @19	18 @19
No. 3 rounds	16 @17	17 @18
No. 1 chucks	19 @21	20 @22
No. 2 chucks	18 @19	18 @19
No. 3 chucks	16 @17	17 @18
Bologna	14 @15	14 @15
Bolls, reg., 4@8 lbs. avg.	22 @23	22 @23
Rolls, reg., 4@6 lbs. avg.	17 @18	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

DRESSED VEAL AND CALVES.

Prime veal	28 @30
Good to choice veal	26 @28
Med. to common veal	15 @21
Good to choice calves	18 @22
Med. to common calves	14 @18

DRESSED SHEEP AND LAMBS.

Lambs, prime	26 @27
Lambs, good	23 @25
Sheep, good	13 @14
Sheep, medium	7 @10

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	25 @26
Pork tenderloins, fresh	60 @60
Pork tenderloins, frozen	65 @65
Shoulders, city, 10@12 lbs. avg.	19 @20
Shoulders, Western, 10@12 lbs.	18 @19
Butts, boneless, Western	24 @25
Butts, regular, Western	22 @23
Hams, Western, fresh, 10@12 lbs. avg.	23 @24
Hams, city, fresh, 6@10 lbs. avg.	26 @27
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	21 @22
Pork trimmings, regular, 50% lean	13 @14
Spareribs, fresh	16 @17

SMOKED MEATS.

Hams, 8@10 lbs. avg.	24 @25
Hams, 10@12 lbs. avg.	23 1/2 @24 1/2
Hams, 12@14 lbs. avg.	22 1/2 @23 1/2
Piconics, 4@6 lbs. avg.	17 @18
Piconics, 6@8 lbs. avg.	16 @17
Rolletes, 8@10 lbs. avg.	17 1/2 @18 1/2
Beef tongue, light	29 @30
Beef tongue, heavy	34 @35
Bacon, boneless, Western	24 @25
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	22c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 1 1/4
Breast fat	@ 3 1/4
Edible suet	@ 5 1/4
Cond. suet	@ 4 1/4

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	1.16	1.80	1.00	2.10	3.00
Prime No. 2 veals	1.14	1.60	1.85	1.85	2.75
Buttermilk No. 1	1.13	1.45	1.55	1.75	...
Buttermilk No. 2	1.11	1.20	1.30	1.50	...
Branded Gruby	6	.75	.80	1.00	1.40
Number 3	...	...	...	...	...

BUTTER.

Creamery, extra, (92 score)	@30
Creamery, firsts (88 to 89 score)	@37 1/2
Creamery, seconds (84 to 87 score)	@32 1/2 @35
Creamery, lower grades	@31 @32

EGGS.

(Mixed colors.)

Extra, dozen	27 1/2 @28
Extra, firsts, doz.	26 1/2 @27
Firsts	@26
Checks	24 @24 1/2

LIVE POULTRY.

Fowls, colored, fancy, via express	28 @30
Fowls, Leghorn, via express	25 @27

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	28 @30
Western, 48 to 54 lbs. to dozen, lb.	28 @31
Western, 43 to 47 lbs. to dozen, lb.	28 @30
Western, 36 to 42 lbs. to dozen, lb.	27 @29
Western, 30 to 35 lbs. to dozen, lb.	26 @28

Fowls—fresh—dry pkd.—12 to box—prime to top:	
Western, 60 to 65 lbs. to dozen, lb.	@31
Western, 48 to 54 lbs. to dozen, lb.	@32
Western, 43 to 47 lbs. to dozen, lb.	@31
Western, 36 to 42 lbs. to dozen, lb.	@30
Western, 30 to 35 lbs. to dozen, lb.	@29

Turkeys—	
Western, young toms, prime to fancy	31 @33
Western, young hens, prime to fancy	30 @32

Squabs—	
White, ungraded, per lb.	30 @35

Chickens, Hothouse broilers, barrels:	
Prime, under 2 lbs.	43 @46

Fowls, frozen—dry pkd.—12 to box—prime to top:	
Western, 60 to 65 lbs., per lb.	@30
Western, 48 to 54 lbs., per lb.	@31
Western, 43 to 47 lbs., per lb.	@30

Ducks—	
Long Island	20 @21

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Apr. 3, 1930:

	Mar. 28	29	31	Apr. 1	2	3
Chicago	38 1/4	38 1/2	38	37 1/2	37	37
N. Y.	37 1/4	39 1/4	37 1/2	37 1/2	38	38
Boston	38 1/4	39	38 1/2	38 1/2	38 1/2	38 1/2
Phila.	38 1/2	41	38 1/2	38 1/2	39	39

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	38 1/4	38 1/2	38	37	37	37
Receipts of butter by cities (tubs):						

	Wk. to	Prev.	Last	— Since Jan. 1 —	
	Apr. 3.	week.	year.	1930.	1929.
Chicago.	45,376	36,094	34,649	736,247	744,948
N. Y....	59,373	53,898	58,683	884,996	864,917
Boston..	12,881	14,116	17,107	211,647	263,711
Phila.	16,769	15,140	16,483	273,615	282,412

Chicago	45,376	36,094	34,649	736,247	744,948
N. Y.	59,373	55,898	58,083	884,996	884,917
Boston	12,881	14,116	17,107	211,647	263,711
Phila.	16,709	15,140	16,483	273,615	282,413

Total 134,399 119,248 126,922 2,106,505 2,155,989

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Apr. 3.	Apr. 3.	Apr. 4.	week-day
Chicago	7,081	71,659	3,626,185	389,513
New York	35,954	104,136	4,098,003	1,723,792
Boston	6,016	39,828	1,519,827	466,629
Phila.	...	34,085	1,490,921	148,878
Total	49,051	245,718	10,735,536	2,731,812

FERTILIZER MATERIALS.

BASES NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered	per 100 lbs.	2.05 @ 2.10
Ammonium sulphate, double bags,	per 100 lb. f.a.s. New York	@ 1.90
Blood, dried, 15-16% per unit		@ 3.70
Fish scrap, dried, 11% ammonia 10%		Nominal
B. P. L. f.o.b. fish factory		4.30 @ 10c
Fish guano, foreign, 13@14% ammo-		3.75 @ 50c
nia, 10% B. P. L.		@ 2.15
Fish scrap, acidulated, 6% ammonia,		3.50 @ 10c
3% A. P. A. f.o.b. fish factory		3.40 @ 10c
Soda Nitrate, in bags, 100 lbs. spot		@ 1.15
Tankage, ground, 10% ammonia,		3.50 @ 10c
15% B. P. L. bulk		3.40 @ 10c
Tankage, unground 9@10% ammo		@ 1.15

Phosphates.

Foreign bone meal, steamed, 3 and 50	bags, per ton c.i.f.	@25.00
Bone meal, raw, 4 1/2 and 50 bags,	per ton, c.i.f.	@36.00
Acid phosphate, bulk, f.o.b. Balti-	more, per ton, 16% fat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton		@12.65
Kainit, 12.4% bulk, per ton		@ 9.20
Muriate in bags, basis 50%, per ton		@37.15
Sulphate in bags, basis 90%, per ton		@48.25

Beef.

Cracklings, 50% unground		@ .85
Cracklings, 60% unground		@ .90

Meat Scraps, Ground.

50%		@50.00
55%		@54.00

BONES, HOOPS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.,	per 100 pieces	95.00@125.00
Flat shin bones, avg. 40 to 45 lbs.,	per 100 pieces	@ 85.00
Black or striped hoofs, per ton		45.00@ 50.00
White hoofs, per ton		@ 60.00
Thigh bones, avg. 85 to 90 lbs., per	100 pieces	@110.00
Horns, according to grade		75.00@200.00

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.,
NEW YORK, N. Y.
Caledonia 0113-0114

"MONGOLIA"

Importing Co., Inc.
339 Pearl St., N. Y. City

SHEEP CASINGS

that serve you best

30.

1.10
1.90
1.70

0c
0c
1.15
0c
0c

5.00
5.00
9.00

2.65
9.20
7.15
8.25

.85
.90

0.00
4.00

3.

125.00

85.00
50.00
60.00

110.00
200.00

ts

ns
s

J. J.

c.

S

on
fer-

A"

y

S